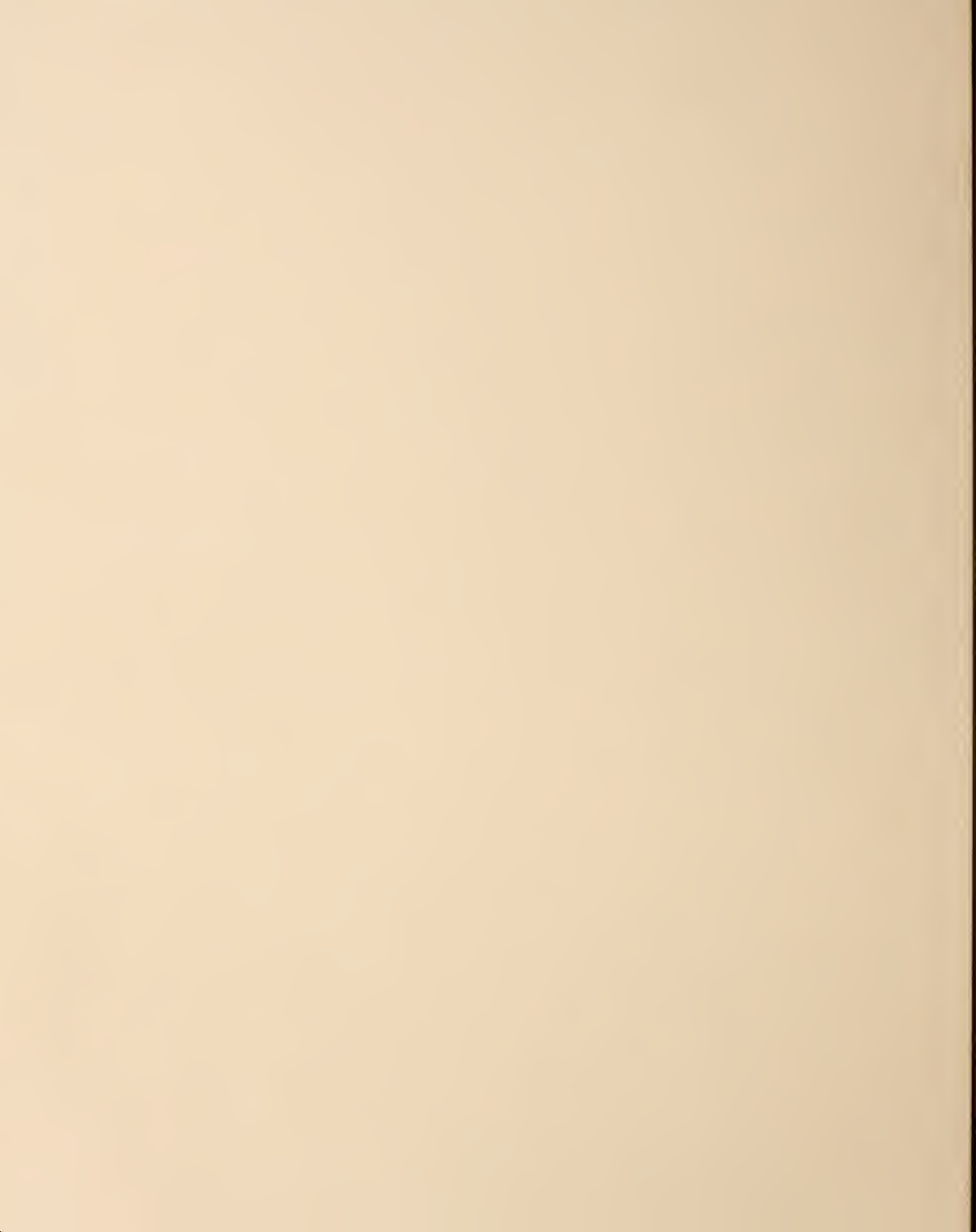


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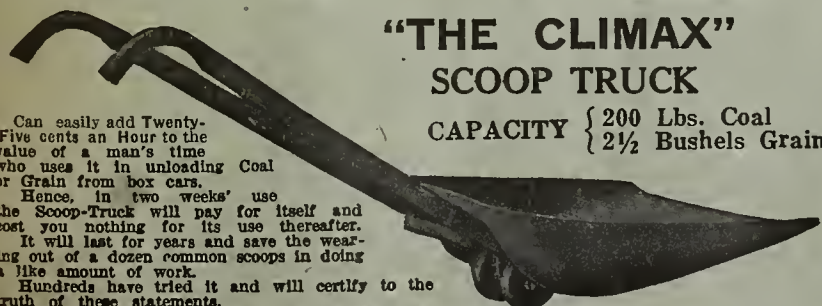
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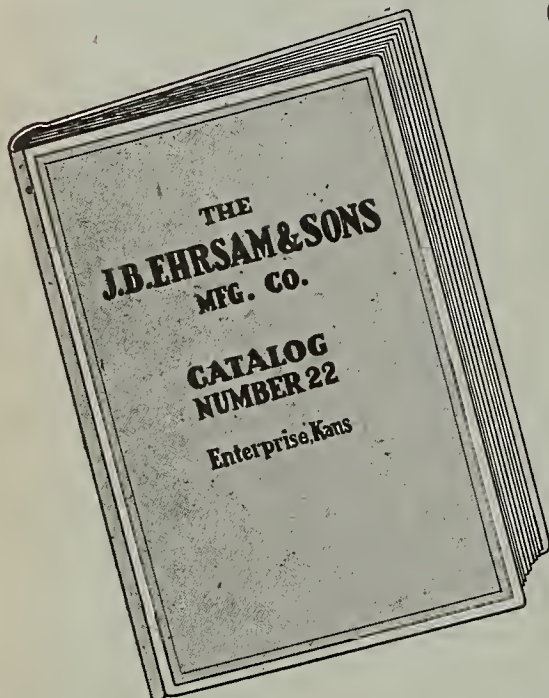
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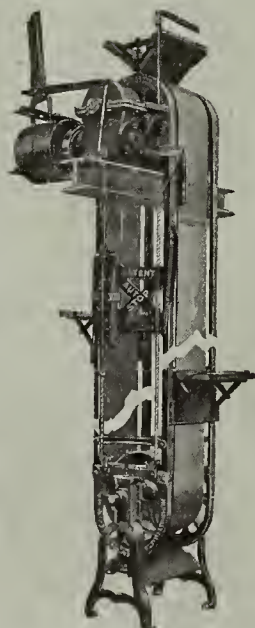
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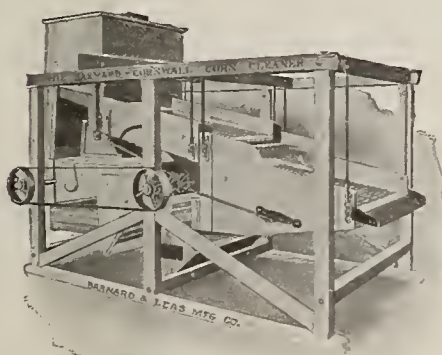


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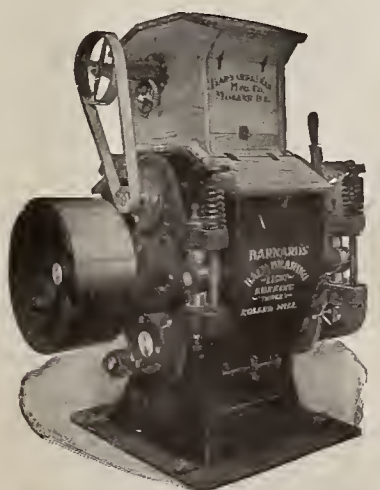
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Movement of Grain and Hay During the Year 1923

	Receipts	Shipments
Corn	17,975,000 bushels	12,524,000 bushels
Oats	12,080,000 bushels	10,670,000 bushels
Wheat	6,131,000 bushels	3,927,000 bushels
Rye	383,000 bushels	331,000 bushels

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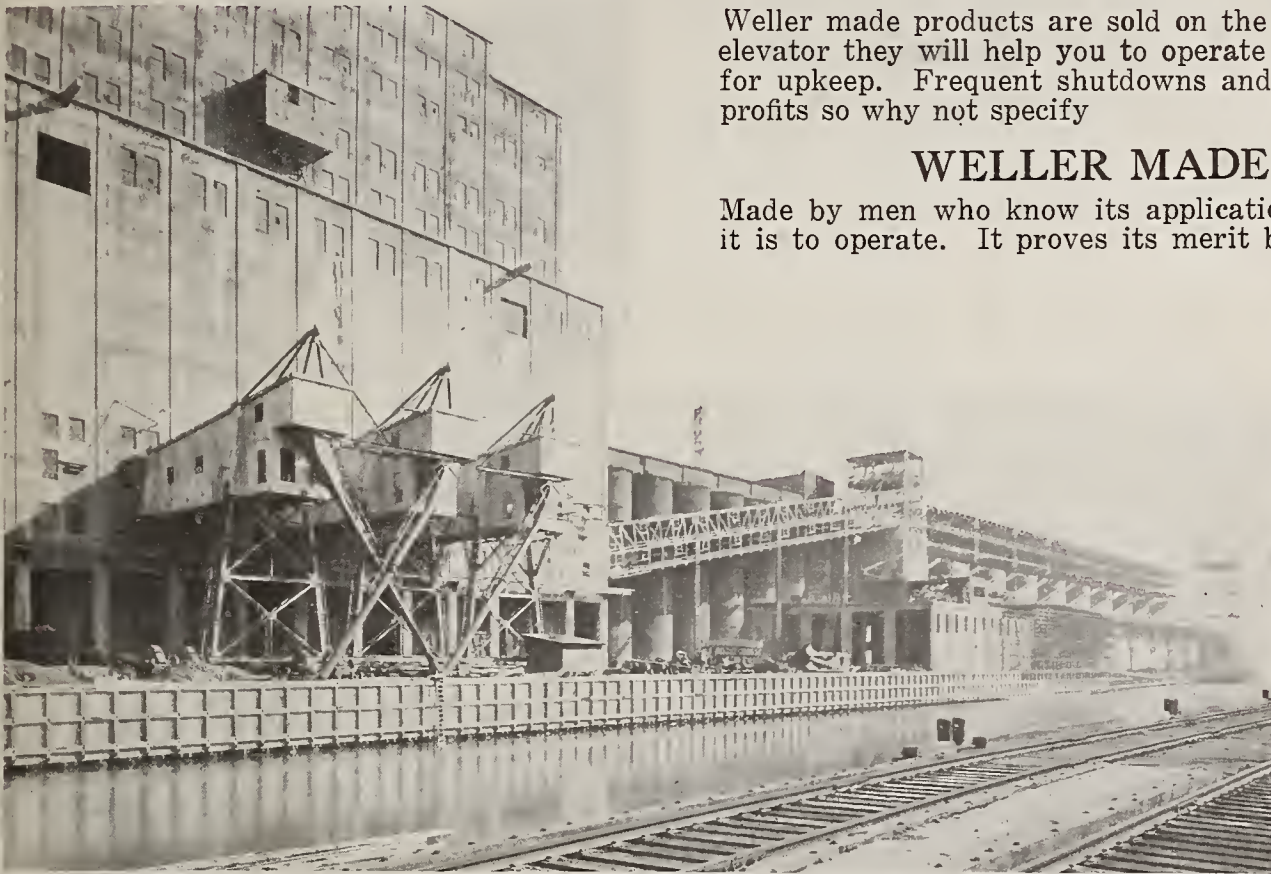
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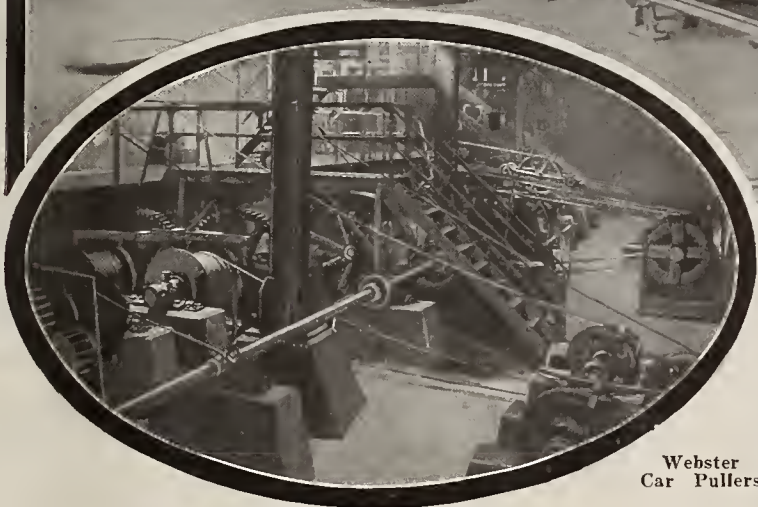
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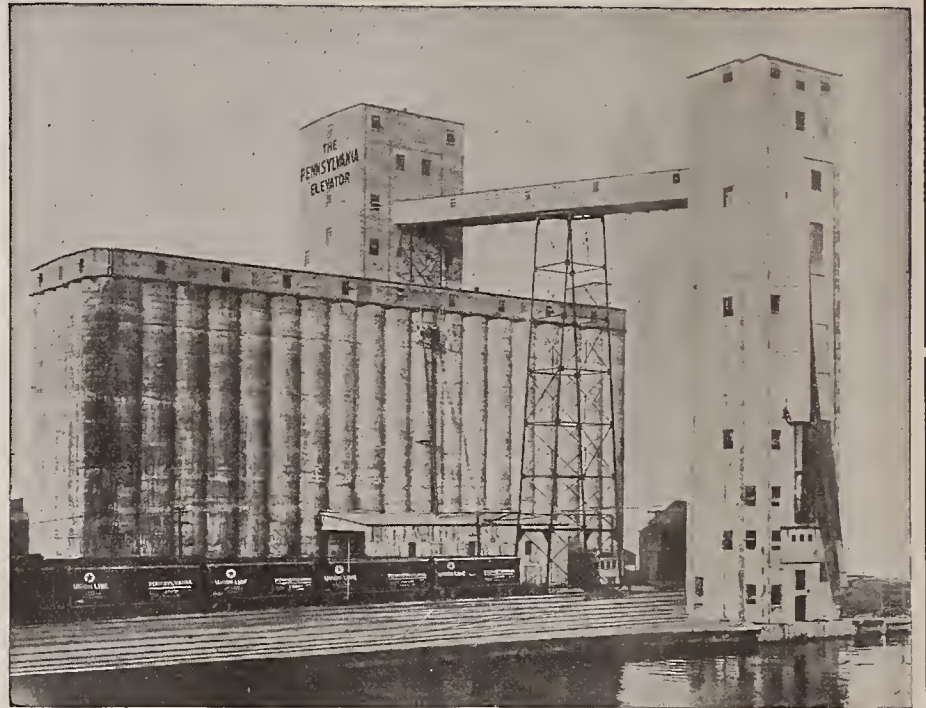
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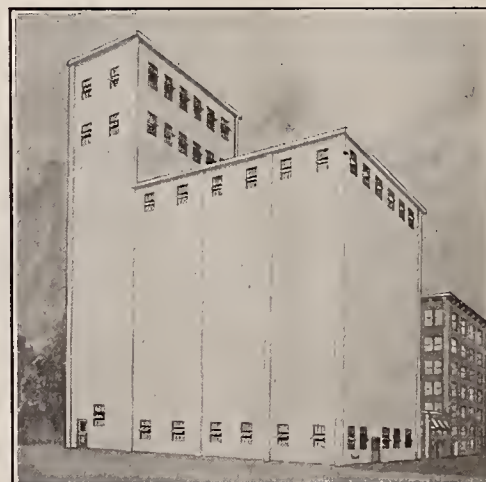
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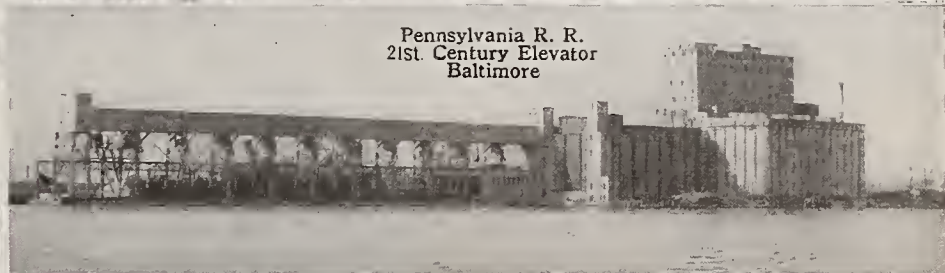
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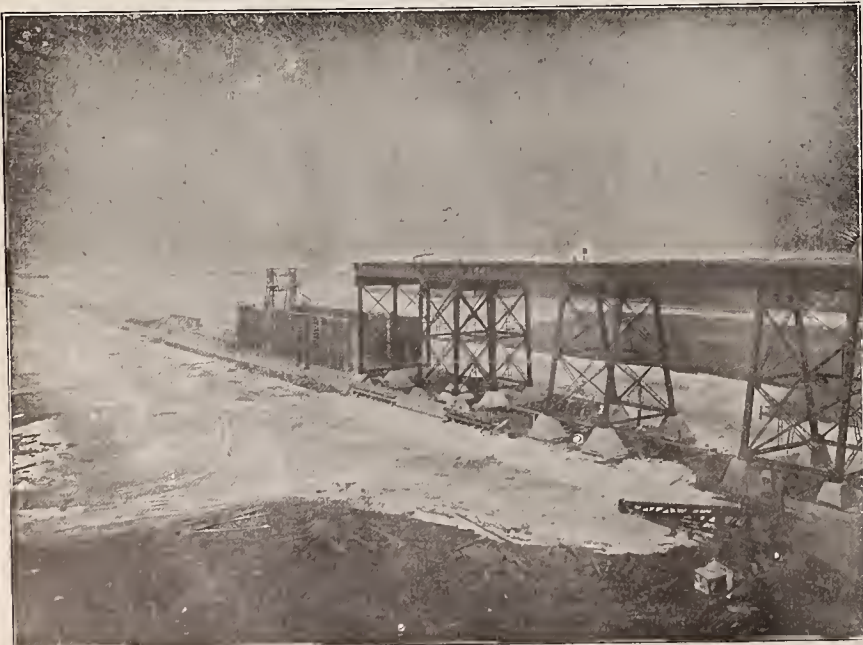
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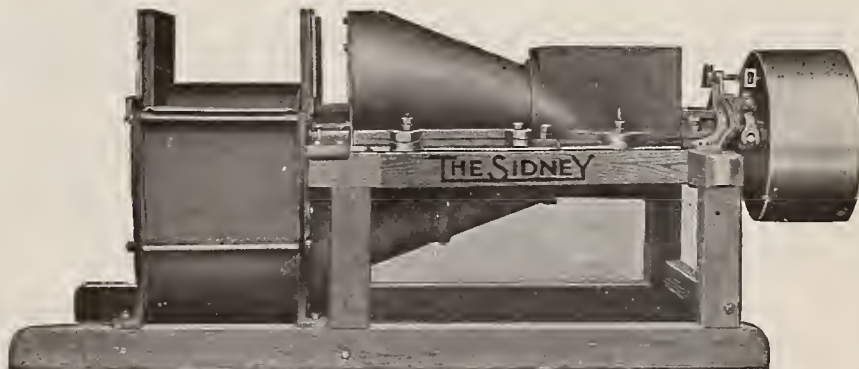
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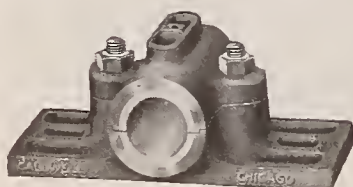
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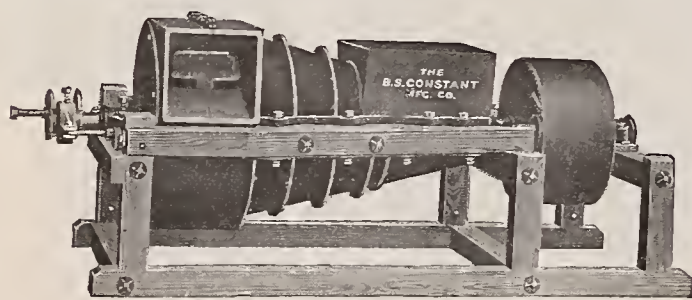
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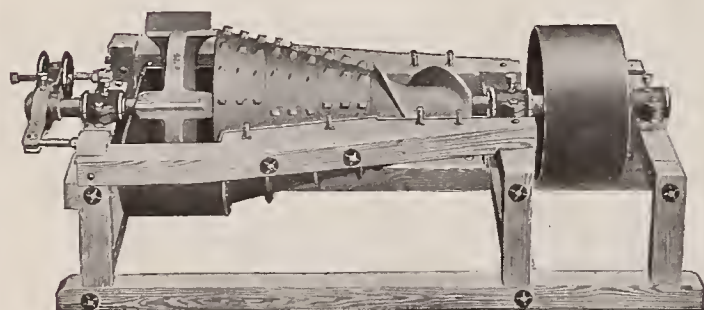
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Upper Shell Removed Showing Fan and Cylinder

We are the Originators of the Fan Discharge Corn Sheller
Fan Discharge Corn Sheller Mounted on Wood Frame
for Shelling Ear Corn

Three-piece sectional cylinder eliminates necessity of replacing entire cylinder in case of accident.

Heavy reinforced rib shells mounted individually above and below frame, allowing replacement without disturbing cylinder.

Positive Lock wheel adjustment allows for adjustments whether idle or in operation.

Discharge housing made in sections permitting any type of discharge without change of pattern.

Screw type feed collars made up in sections.

Teeth in shells and cylinder have chilled, hardened surfaces, insuring long wear.

All shellers of capacity over 400 bu. per hour are equipped with out-board bearing as shown.

Pulley and adjustment can be located on either end to suit conditions.

All Constant Shellers are guaranteed to shell their rated capacities.

30 DAYS' FREE TRIAL

Try this sheller for 30 days. Give it the acid test of actual service and if you are not satisfied, ship it back to us. Send today for free trial offer.

The B. S. Constant Mfg. Co., Bloomington, Ill.

Elevating, Conveying and Power Transmitting Machinery. Complete Equipments for Grain Elevators.

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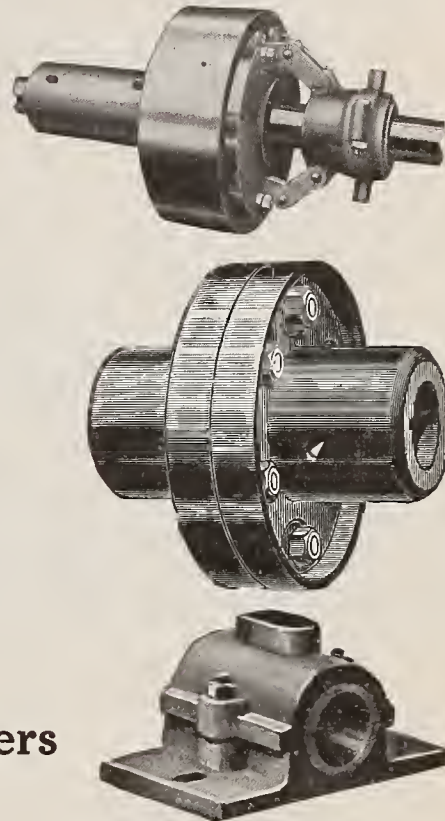
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Stockholders' Uncalled Liability	\$5,000,000.00
Cash and Due from Banks.....	\$ 4,055,543.31
Acceptances & Call Loans secured by	
Acceptances	8,233,209.99
U. S. Government Securities.....	14,360,955.13
Other Securities and Advances.....	20,941,728.80
Customers' Liability a/c Acceptances and	
Letters of Credit.....	31,907,947.96
	<u>\$79,499,385.19</u>

LIABILITIES

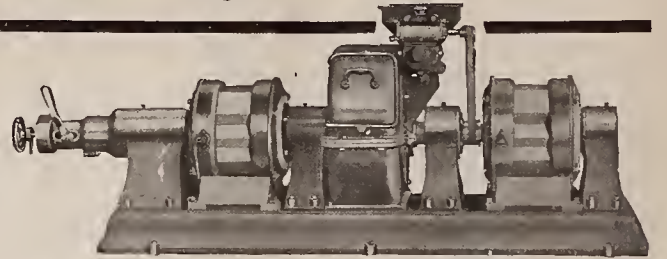
Subscribed Capital & Surplus	\$15,250,000.00
Capital Paid In	\$10,250,000.00
Undivided Profits and Reserves.....	2,303,837.26
Due Banks and Customers.....	33,814,758.66
Acceptances and Letters of Credit Out-	
standing	33,130,789.27
	<u>\$79,499,385.19</u>

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The surest measure of a machine is the men who use it and their attitude towards it. That MONARCHS meet the highest expectations is evidenced by the Huron Milling Company's letter, *read it*:

"The MONARCH Ball Bearing Attrition Mill, which we bought from you in 1916, has been operating very satisfactorily to us. While we have no definite record of what it has saved us, we believe that it has paid for itself every year in the saving of power, oil, belts and delays. This mill has been in continuous operation 24 hours every working day since it was purchased. The bearings and motors are apparently in as good condition as when new."

If you have feed to grind, and want a fine uniform product, get the facts about the MONARCH Attrition Mill. Ask for Catalog BD-123.

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After the stove is needed.

Do it now and do it right.

Build from the ground and use good brick with standard flue lining.

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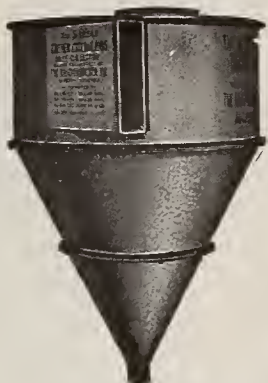
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ALL STEEL

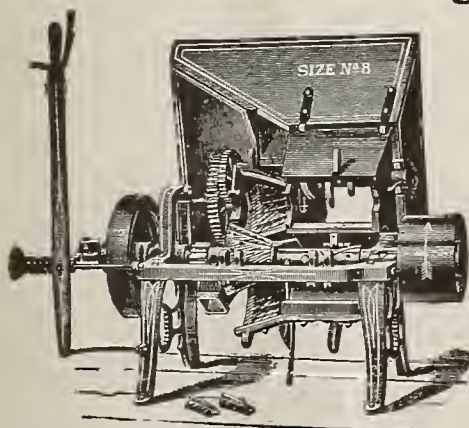


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Mills do this

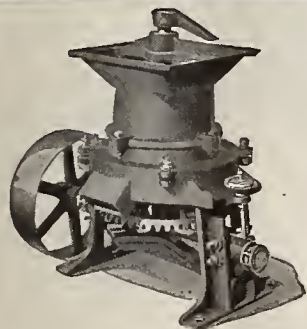
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11 Sizes, 2 to 25 H.P.

Sold with or without Sacking Elevator.

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It does hard work.

It costs little.

And it works *all the time*.

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cause the loss of many hard earned dollars to shippers of grain and seed.

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KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

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Another RANDOLPH GRAIN DRIER WITHOUT A BOILER



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DIRECT HEAT DRIER

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It changes its color, brightens it up and destroys the odor. We would not think of operating our mill without the Randolph Direct Heat Grain Drier.

We unhesitatingly recommend your driers to mills and elevators, not only from a point of efficiency, but from the standpoint of better products than can be obtained through steam operated driers at a much less cost of operation per bushel.

Yours very truly,

BROWN MILLING & PRODUCE CO.

By Geo. F. Brown.
Vice Pres. & Gen. Mgr.

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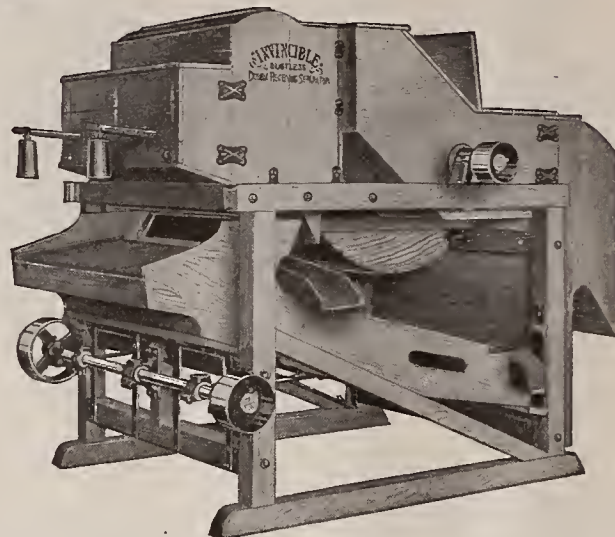
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COSTS LESS PER HOUR ATTRITION MILL



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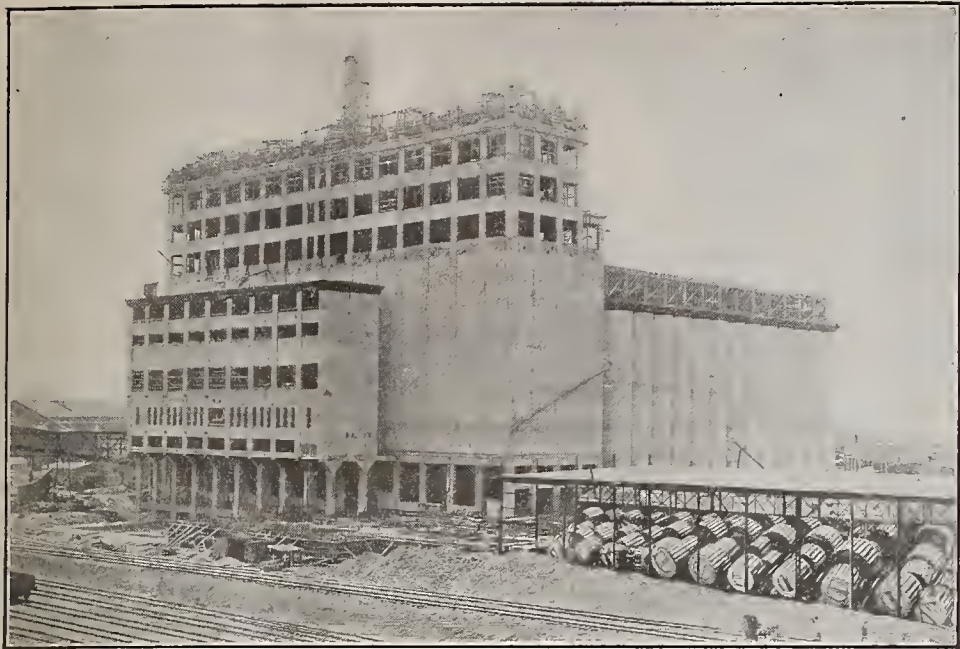
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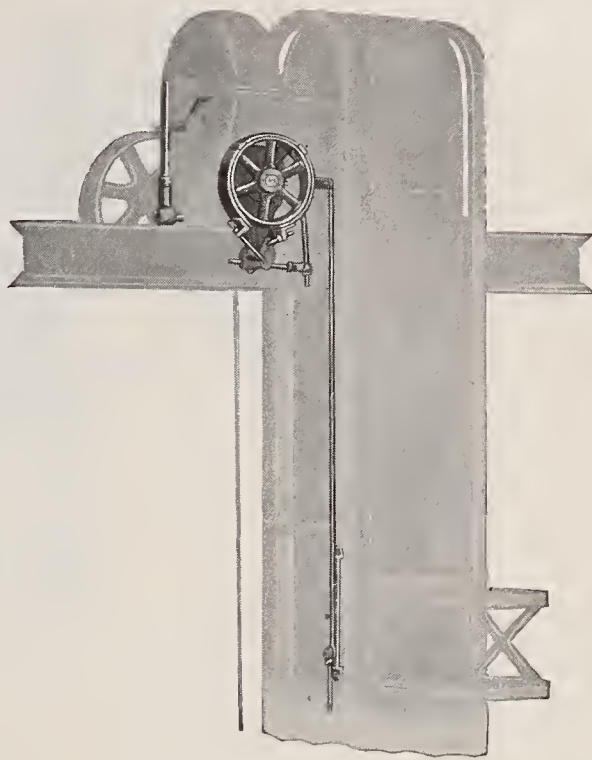
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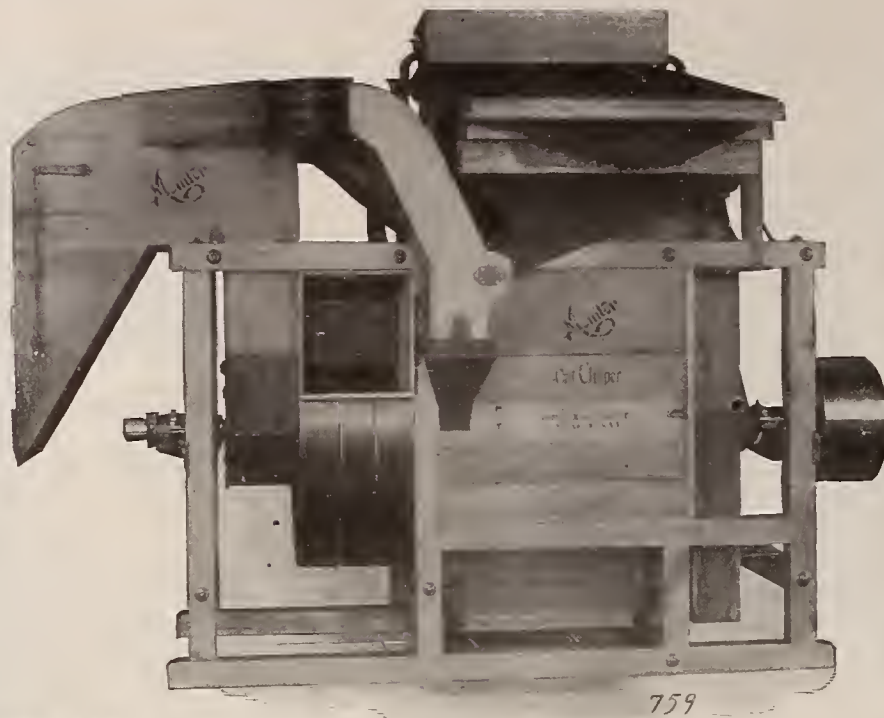
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The automatic stop mechanism furnished with the Nordyke & Marmon Company service elevator adds the vital feature of safety to the elevator's other excellent qualities of reliability and utility.

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INDIANAPOLIS INDIANA
AMERICA'S LEADING MILL BUILDERS



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Should the oats be rusty—should they be musty, even stained, the user of the MONITOR Oat Clipper is still master of the situation. The MONITOR TAKES IN OATS OF ALL CONDITIONS and delivers them free from these defects, with the beard end clipped close and ready for the most exacting market.

If you ship them unclipped, you are graded low, while the Terminal Elevator puts them through a Clipper and takes the profit.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLIII

CHICAGO, ILLINOIS, SEPTEMBER 15, 1924

NO. 3

Dust Explosion or Elevator Collapse?

By A. W. WILLIAMS

A LOT of interest has been expressed concerning the cause for the collapse of two large grain tanks in the elevator division of the plant of the Wathen Milling Company, Louisville, about 10 o'clock of the morning of August 27. With practically no warning two tanks came down and a third was damaged so badly that it will have to be torn down. About 50,000 bushels of wheat were spread out over the ground and right of way of the main stem of the Illinois Central Railroad, between Louisville and Memphis. It became necessary for the railroad to go into the wreckage with steam shovels, and throw wheat and masonry into a marsh at the east side of its rails, in order to clear the right of way. Most of the wheat, belonging to the Ballard & Ballard Company, Louisville, which had 180,000 bushels in the plant, which had been leased for wheat storage, was salvaged, it being bagged and carried to warehouses.

There has been a lot of argument pro and con, regarding the wrecking of the plant, some versions being that it was a dust explosion, while others point to a plain collapse. The question: "When is a dust explosion not an explosion?" appears to be answered in the words: "When it is a collapse." One interested party remarked: "I only wish I was as sure of going to Heaven when I die, as I am of the fact that this was a collapse," but he didn't wish to be quoted, as it is impossible to determine just what the investigating engineers may decide.

The correspondent of the AMERICAN GRAIN TRADE after personal inspection of the wreckage and discussion of the matter with engineers, insurance men, etc., is firmly convinced that there was no explosion at the Wathen plant, or at least not a dust explosion. A stick of dynamite could have done the damage, but a dust explosion would have had an entirely different effect.

The Wathen plant was built in 1920. The elevator department is connected with the mill by a conveyor house, suspended from and over the tanks, to the mill. There are 10 tanks in the elevator, these being placed in two rows of five tanks each, running north and south, parallel to the railroad. Interstices have never been used. Both

mill and elevator were erected during the boom on cornmeal, corn flour, etc., the mill being a corn milling plant, and the elevator being built for corn storage. After the corn business went to pot the company quit operating, and the plant has been practically idle except for periods in which it was used for storage of grain by mill concerns. The

After the dust had settled inspection showed that two tanks on the east side had let go, masonry, contents, etc., spilling out over the railroad. One tank was left standing on the north end of the east side, apparently being held up only by its connection to the conveyor house, and to the west side tanks. Two south end tanks on the east side

were also left standing. These tanks show some cracks, some of which do not appear to be of recent origin. The north end tank that is standing is out of line, crumpled somewhat at the top, and appears split down its outer face, where a connecting wall pulled away from it.

One of the strongest indications that there was no explosion lies in the fact that the conveyor house was not pushed up, nor were even the windows in it broken. The tops of the tanks opened into the conveyor house, and were covered with metal gratings. In event of an explosion the force would have been upward, or enough of it, to have forced out the windows, and probably the house would have been rent and torn. The house shows no signs of a concussion. Pieces of twisted steel, etc., hanging from the house, indicate that the two tanks merely pulled out from under it, and that they were responsible for damage to the north end tank, in the pull it was subjected to, along with loss of support. The west side string of five tanks shows no damage.

Without measuring, the writer would estimate that the tanks were approximately 20 feet in diameter and 80 feet high. Construction was of masonry. Brick of a paving brick size, rough cut, and affording a fine mortar bond, were used. These bricks were laid four in a row, making a wall 17½ inches thick, figuring four bricks of four inches, and allowing for a half inch of mortar between bricks. The mortar was found to be hard and



ELEVATOR OF THE WATHEN MILLING COMPANY, LOUISVILLE, KY., AFTER THE DISASTER

plant is located on swampy ground which had been filled. The railroad runs on a fill, and there is a marsh on the east side of the tracks.

There were about four men about the plant at the time of the blow off. No one was injured. Two of these men heard grain running, or shifting, and had started across the conveyor house to report the condition to headquarters, when they claim the plant was shaken, and things started to go

firm, sections of tank wall 15 to 20 feet in diameter having remained bound together, brick breaking in many places, instead of the mortar giving away, when the walls fell. In fact the mortar was so firm that it was hard to pound off of the brick even when banging them on a railroad track.

The masonry was well put up, and there can be no doubt of that. However, there is a question as to the foundations. It would have been necessary

to go quite deep to get a real foundation on the muck of the old bog. In addition heavy trains pound past the plant all day long, and may have had a tendency to weaken the foundations, while the past spring and early summer was one of the wettest on record. Inspection of the tanks does not indicate that the individual tanks were well fastened together, or tied into one another, or all tied together, as is the general practice in erecting reinforced concrete tanks, where steel connections bind the work solidly. This is not so easily done with brick as with concrete.

The plant was built in 1920, on plans by Leslie Abbott, Louisville architect, who is said to have overseen the construction. Abbott does a considerable amount of work for the Wathen and allied interests, having built the Louisville Baseball Park last year, for the local club, in which the Wathens have held an interest for some years.

One elevator and grain man, who has had a lot of experience and inspected many plants in various sections of the country, stated that in his opinion it was a collapse caused by faulty construction, there not having been sufficient reinforcement, and the masonry being expected to carry the entire load.

The Kentucky Actuarial Bureau sent three engineers out to inspect the wreckage shortly after the accident. These three engineers were divided in their opinions. One figured a dust explosion, another that it was a collapse, and a third refused to express an opinion.

The writer discovered George H. Parker, manager of the Kentucky Actuarial Bureau, and one of his assistants, Mr. Clemons, looking over the wreckage a day after the organization engineers had visited it. Parker refused at the time to express himself, but admitted that there wasn't anything to indicate an explosion so far as he could see in a superficial examination. He remarked that after the debris was cleared, engineers would get footings, and find out if the foundations had held. However, a preliminary bulletin report issued by the Actuarial Bureau, on August 30, expressed the belief that the wreck was caused by collapse.

The Ballard & Ballard Company, which was using the plant under lease for storage of surplus wheat, after filling up all the available local storage it could secure, was carrying fire insurance on its grain, the policy having an explosion clause. Dr. David C. Morton, of the Ballard company, has contended from the first that it was a mere case of collapse, but to play safe the company filed notice with the insurance agency carrying the grain insurance, so that if it is proven to have been an explosion, it will be able to collect its loss. However, all of the grain, with the possible exception of a few hundred bushels, was hand salvaged and bagged, but at a considerable expense in view of the fact that over 100 men were employed for several days in the work, which was speeded along by fine bright weather. About 50,000 bushels of wheat were down, and most of this will have to be cleaned.

Officials of the Wathen company have been quoted in the press as of the belief that it was a dust explosion. J. B. Wathen, of the company, refused to make a statement to the correspondent of the AMERICAN GRAIN TRADE, regarding the cause of the wreckage. Leslie Abbott, the architect, contended in the press that it was a case of explosion, but failed to issue any convincing statement.

E. C. Kennedy, office manager for the Wathen interests, was quoted as stating that he was sitting at his desk in the office, when there was a grinding crash, a heavy concussion, and that he almost fell out of his chair. However, that would be natural in case of collapse of a high and heavy wall, with heavy wheat pressure behind it, and falling on anything as solid as a rock ballasted railroad track.

In February of this year, while the elevators were in use by the Louisville grain house of S. Zorn & Co., a heavy loss was suffered by the latter company on oats. The company had oats valued at \$112,000 in the plant, and was carrying in-

surance of \$105,000. A fire was reported, first reports indicating damage of about 10 per cent. However, it has recently been learned that it was later discovered that the oats in the building had been heated by the fire, and lost a lot of food value, and were salvaged at \$35,000, the insurance companies paying over \$77,000 loss. Whether or not the plant suffered any damage in that case, which might have weakened the walls, is a question. The Wathens were not carrying any insurance on the plant, which was fireproof except for the conveyor house. There has been a question in the minds of some insurance men as to whether or not much of the damage to the oats was not in the nature of bin burn, rather than fire heat, the blaze apparently having been started by spontaneous combustion from bin heating. No water was thrown in the blaze, and it is claimed that the walls suffered no damage.

All kinds of reports have been out, one to the effect that the plant was built for corn and that wheat was too heavy for it. This report also estimated wheat at 80 pounds to the bushel. However, as wheat is only about four pounds heavier than corn, and construction is always figured to carry far over its needed stress, this difference would have been practically nothing, if the construction was right.

Close consideration of all the various angles leaves the opinion that it was a case of collapse, and the fault was either in poor foundations, which settled, or lack of reinforcement of the masonry, resulting in its letting go near the base, where the greatest amount of pressure would naturally be.

POOL MEMBERS INDICATE DISSATISFACTION

Protesting members of the Kansas wheat pool met in Wichita last month for the purpose of forming a new organization. The directors and officers included in the new group are Isom Wright,

obligations, have started a movement to be released from their contract to deliver the 1924 crop.

MANAGEMENT RESTORES PROFIT TO INDIANA ELEVATOR

By C. HYDE

How an elevator is managed is more often than not the determining factor in whether or not it survives. The personal equation has always played an important part in business, and in the conducting of an enterprise which employs comparatively little help in proportion to the capital invested—as in the case of a country elevator—the importance of the qualifications of the manager is enhanced. Without proper management, elevators, no matter how favorably located and how adequately equipped, are liable to have a short career of profitable activity.

One good example of this general theory is found in the Hudson Grain Elevator, located in Hudson, Ind., on the Wabash main line between Toledo and Chicago. It was originally erected by a stock company composed of some 30 citizens of the locality. Shares were sold at \$50 each, and some took several shares. The company was founded in '93, when the Wabash Railroad was first put through, and William Greenmeyer was the first manager. Later another member of the company succeeded him, a Mr. McClish.

However, the elevator did not turn out to be a profitable investment, and the local stockholders lost out on their interests in the enterprise. It stood idle for two years until Mr. Strock, a man of some means, moved to Hudson. He bought the property and installed his son as manager. The son, Frank Strock, proceeded to improve the premises and building, and increased the size of the elevator so that it now has a capacity of 10,000 bushels, and is comprised of 10 bins.

The receiving capacity is 250 bushels per hour,



HUDSON GRAIN ELEVATOR, HUDSON, IND.

Great Bend, president; C. O. Trower, Wellington, secretary-treasurer; Lem Bowser, Darlow, Ralph Shrader, Rome, and John Everts, Garden Plaine. It is said that petitions have been signed by great numbers of farmer members, calling for consideration at a special meeting of the Kansas Wheat Growers' Association, of dissolution of the corporation, and terminating its activity. There appears to be a widespread dissatisfaction with finances in the enterprise, and a feeling of uneasiness at the showing being made.

At the same time a report comes from Dewey County, Oklahoma, that the total received in settlement from the Oklahoma Wheat Growers' Association for their 1923 crop is unsatisfactory to farmers. Many of these farmers contending that they are in a bad way financially and need all the money received from their crop to meet immediate

and the cleaning capacity is also 250 bushels per hour. There is one cleaner. Both power and light are provided by electricity, the current being furnished by the central station in Angola. The two electric motors are of five horsepower each, and a belt drive is used. The weighing equipment includes three scales.

The elevator handles wheat, corn, oats and rye, and in addition to grain—flour, feed, Clover seed and fertilizer.

Mr. Strock has, by his good judgment and management of the property, brought it from an unprofitable concern to a good paying business which now handles over 100,000 bushels of grain annually, in addition to large amounts of the various side lines mentioned. The location has proved favorable for handling a good sized business and continued success is confidently expected.

How Canada Manages Her Harvest

by E.L. CHICANOT



THIRTY-ONE thousand harvesters will be required to harvest the crop of the Prairie Provinces of Manitoba, Saskatchewan, and Alberta this year, according to estimate. It is further calculated that 13,000 can be secured locally and in the Pacific Province of British Columbia, leaving 18,000 for eastern Canada to supply. Accordingly the call has gone out over the provinces of the East and the temporarily unemployed and the adventurous, a husky band of young men, are flocking in to take the harvest excursions to western Canada. Thus begins the second quarter century of this peculiar phase of railway transportation.

The harvester movement from eastern to western Canada is an unique feature of Dominion life, and as great a marvel of mechanical accuracy as the subsequent transportation of the grain crop out of that area. It is one which combines the element of the romance of modern transport with the zest of adventure. It entails the migration of numbers of men that must be carefully calculated so as to accurately fill all requirements without causing an over supply. The movement must be effected at exactly the right time so that no time will be wasted but men put to work immediately upon ripe crops. The distribution must be finely calculated so that no place shall have an over supply of men while another has a dearth. Each year these necessities have been carried out in better fashion until today the movement and distribution of harvesters is almost perfect, and free from confusion and wastage.

This has been effected through the co-operation of all organizations interested in the harvesting of the crop, those with special knowledge of employment conditions, and the transportation companies. As soon as it is possible to foretell with any degree of accuracy the volume of the western crop a very important meeting takes place at Winnipeg which brings together representatives of the provincial government, the government labor bureaus, and the railway companies. Through pooling their knowledge they arrive at the probable number of extra men it will be necessary to bring into the country and roughly where they will be needed.

With the railway companies rests the responsibility of securing and transporting men from the East at a time they are notified these are required. The government labor bureaus, which are co-ordinated in such a way that each point is acquainted with employment conditions and the available labor at every other point, look after the matter of distribution from central western points. Thus with these two organizations functioning efficiently every farmer who makes application to one of the employment offices for a harvest worker is assured of being supplied with his help just when his crop is cut and ready to be stacked, granted that sufficient help is available from the East, which has always been the case.

This high state of efficiency, with the acreage to be harvested increased every year, has been a matter of slow development over a long period of time. Owing to the substantially proportioned farms in western Canada frequently operated by an individual, the problem is one which has existed from its

earliest agricultural days. There has never been adequate help in the West at harvest time and this had to be brought in from the East. In the early days no special provision was made for this. Men in search of temporary employment merely went from the East because they knew of the existing need, and they had to find their own employment. Those were the days when groups of farmers were to be found on the station platforms as trains passed through, frantically bidding against one another and endeavoring to induce workers to come out to their farms.

It is naturally of great interest and moment to the Canadian railways that the western Canadian crop should be safely handled in good time, and the threshed grain made available for transportation to the lake ports and Montreal before the river freezes, and more than a quarter of a century ago they established the harvester excursion. The excursion which runs from eastern to western Canada this year is the twenty-sixth which has been operated. To encourage a flow of workers

Dining is strictly informal, the traveller merely strolling along to the source of supply whenever the urge overtakes him. The bill of fare consists of sandwiches of meat, ham or cheese, of extremely generous proportions, with coffee or tea. The sandwiches are sold for 10 cents each and a pint tin of liquid can be procured for the same price. Meals can, of course, be rounded off with supplies taken on board at the point of departure or secured at restaurants enroute.

A typical harvest train, which may be taken as an example of others, arrived with 533 men at Winnipeg station at six in the morning. The men were immediately marshalled to a piece of ground nearby where temporary provincial government and railway offices had been erected, and before which the men lined up. Each declared to which of the three provinces he desired to go, was immediately assigned a position with some farmer in that province, and went on to the railway booth to secure his ticket to destination at half a cent a mile. In many cases couples or groups of men,



HARVEST TRAIN BOUND FROM EASTERN TO WESTERN CANADA

they make it as easy as possible for harvesters to get to the scene of their labors. Special trains are operated from central points in Ontario and Quebec. The harvester fare from New Brunswick points to Winnipeg is \$25 and from Ontario and Quebec points \$15. From Winnipeg tickets are issued at the rate of one cent per mile to wherever the harvester is bound, the limit being the city of Calgary.

The passing of the years has likewise seen a great change in the make-up of harvester trains, and there has been a gradual improvement in the conditions of travel at this time. It is now the cheapest joy ride procurable, an unique journey vastly comfortable and entertaining. The train consists of 14 colonist cars with comfortably padded seats instead of the old slat pattern. In the front of the train are two baggage cars and in the center is a lunch counter car. Three men are allotted to each section which provides a fair amount of moving space.

A superintendent, a cook, and five waiters are engaged in the lunch car. This opens at 4:00 in the morning and operates until 11:00 at night

friends, originating from the same eastern locality who desired to remain together, were placed by the officials on the same or adjacent farms.

When the harvester receives his ticket from Winnipeg to his ultimate destination he receives at the same time a form of certificate which he leaves with the station agent at the end of his journey. Providing the harvester completes one month's harvesting, and the farmer for whom he has worked signs the certificate to this effect, he is entitled to the same rate of half a cent a mile on the railroad back to Winnipeg, and to a fare of \$20 back to his home in the eastern provinces.

The fact that this year only about half the number of harvesters will be required to be brought from outside points as last year must not be taken as a definite indication that the area is to harvest only half the crop of last year, though there is no doubt but that the yield will be materially reduced. Western Canada's bumper crop last year brought about an unique situation which was the inability of the Dominion, together with the small help which comes annually from the United States, to furnish adequate assistance to the harvest fields from with-

in her own confines. The available men in Canada that year fell considerably short of the 65,000 it was decided would be required to harvest the crop. Accordingly more than 11,000 men were brought from England and the majority of them are still in the country and available for the present harvest.

Despite the large amount of criticism levelled at this movement, owing to certain discontent in the inevitable minority, it cannot but be regarded as otherwise than entirely successful from the national standpoint, and it is only the smaller proportions of the western crop and the fact that it is unnecessary to go outside the country for workers which precludes encouraging a further movement. This army consisted in the main of ex-soldiers who had been awaiting the opportunity of a low passage rate to migrate, and 80 per cent of them on entry declared their intention of remaining to take farms in the country. It has been estimated that less than 2,000 of them returned to the British Isles. The Government and railways bestirred themselves to find them positions in the winter time, and they were ready to go on the land this spring. Instead of a temporary labor remedy it proved a most valuable immigration contribution.

This is but an extraordinary example of a valuable phase of the harvester movement to western Canada. Not all harvesters return to their homes in

the Canadian Government upon importation of Argentine corn after August 1.

Authorities are agreed that imports of corn can scarcely be expected to affect the prevailing price of corn as they might if the same unsteady influence were exerted directly in the central markets. At this time, too, fully one-half of Argentina's unusually large exportable surplus of some 190,000,000 bushels has already been exported. Purchases of Argentine corn of the new crop now moving are reported from seaboard markets at prices 20 to 25 cents per bushel under the cost of domestic corn from the United States central markets, and the five or six million bushels received to date have been absorbed readily on this price basis.

CANADIAN WHEAT GRADES

Under the Canadian Grain Act wheat is divided in respect to grades into five general classes, viz., "statutory grade," "commercial grade," "no grade," "rejected," and "condemned."

"Statutory grade" means grain of superior quality which falls within the grades that have been set by Parliament and defined in the act. The statutory grades do not vary with the crop, but are constant. The statutory grades for Hard Red Spring

a large admixture of other kinds of grain, seeds, or wild oats, or that for any other cause is unfit to be classed with any of the recognized grades.

"Condemned" means grain that is in a heating condition or is badly bin burnt, whatever grade it might otherwise be.

Although the Grain Act makes each of the classifications a separate grade, in the trade the first two groups (statutory grades and commercial grades) really constitute the primary classifications, and the next two groups (no grade and rejected) are used as modifications of the first two. Thus the term "no grade" and the term "rejected" or its substitutes, either separately or in combination, become qualifying or restrictive terms written with the ordinary statutory or commercial grain which the grain would otherwise receive.

No. 1 Hard is the description for especially fancy wheat and is never modified in the manner just described. The qualifying term "condemned" is not applied to other classes, but heating or badly bin-burnt wheat that would otherwise grade No. 1, No. 2, or No. 3 Northern is classified as "condemned No. 1 Heated," and wheat of the quality of No. 4, No. 5, No. 6, or Feed wheat as "condemned No. 2 Heated." Wheat may be classified as rejected for any one of several reasons. When rejected because of admixture of other grain, wild oats, cockle, ragweed, etc., the word "rejected" is added to the name of the grade that the grain would otherwise bear; for example, "rejected No. 1 Northern." When the cause of rejection is smut, the word "rejected" may be omitted and "smutty" used instead; for example "smutty No. 1 Northern." When rejected because sprouted, the qualifying words employed are "rejected" and "sprouted"; for example, "rejected No. 3, Sprouted."

"JIM DUNN"

BY HOOZUS

Jim Dunn, who runs the elevator at Sperry Siding, says: "Lem Watkins was a complainin' th' other day that ever' time there was a poor crop ov ennything, seems like his'n was poor too. He says t' me, he says: 'Now here's this here corn price away up in th' air, an' mine jest simply ain't a goin' t' make fodder. Reckon if there is ennything wors'n farmin' jest now, I don't know what it is.'

"I know Lem pretty well, an' he's been a 'complainin' that way for years, so I says t' him, I says: 'Lem! I don't know ennything better t' make ya observe this here prohibishun. Ya probably can't make enny 'moon' this year, but I notice ya got a right good crop o' wheat an' oats, so you go home an' thank th' Lord they aint poor too. Mebbe next year ya'll have a whale of a corn crop, an' ten 't one ya'll be a better Christian by that time too.'

"Lem, he looked at me for 'bout a minnit, an' then he says: 'Ya're a fine subject t' be a preachin' t' me! Like as not ya gotta jug stickin' around here right now.'

LITTLE TIPS FROM "JIM DUNN"

Some fellers is allus blowin' their own horn, an' others don't even put their name on their elevator. Both of 'em's bad, but nothin' should be nameless.

If ya want t' check up on your friends, get short o' money an' try t' borrow. Ya won't need a sight o' paper for your list.

When ya think ya're th' only one ain't doin' enny bizness, go an' see your compet'or for a while. He'll have time t' talk t' ya.

If all th' grain graded, th' bizness would be monotonous. That's th' reason ya get a discount ever' now an' then—that an' a few other reasons.

Ya can sit in your elevator an' wait for th' bizness t' come, or ya can get out an' hustle for it. One means ya'll keep 'bout even, an' the other means ya'll keep evenner.

Ya can get along without a trade paper, an' ya can get along without a wife; but a feller that's got both has got two mighty good assets.

If ya want t' figure profits at th' end o' th' year, ya gotta figure on 'em now.



BRITISH HARVESTERS READY TO LEAVE FROM QUEBEC FOR WESTERN CANADA

the East after their labors are concluded. Many seize the opportunity to see the fabled land, with a view to settlement. Others with no such intention are caught in the magic lure of the country. There are many prosperous farmers in western Canada today who first saw that land after arriving there on the harvest excursions from the East, and later took advantage of opportunities.

The average city dweller sits back in his comfortable chair and pictures the harvest workers as journeying in crowded discomfort to scenes of Siberian toil. He recognizes the urgency of garnering the harvest but is thankful just the same he doesn't have to go. As a matter of fact the harvest excursion is replete with interest and romance. It is the modern Argosy, bearing adventurers into the realm of wheat where, for the modern young man, there is romance and adventure aplenty.

SEABOARD LOOKS TO ARGENTINA FOR CORN

Increased cargoes of Argentine corn, expected to arrive from now on, are reported as causing seaboard buyers to look to Argentina for supplies rather than to the central corn markets of the United States, according to the Department of Agriculture. Added importance is given to this attitude by the restrictions recently promulgated by

wheat—the wheat that is commonly known in the world's markets as Manitobas—are No. 1 Hard, No. 1 Northern, and No. 2 Northern. The act mentions No. 3 Northern, but does not define it specifically; hence it is not strictly speaking, a statutory grade although often so called.

"Commercial grades" cover grain which because of climatic or other conditions can not be included in any of the other classes defined in the act. More particularly they mean that because the grain of one year may vary in quality from that of the preceding year, a portion of it can not be dealt with under the grades laid down by the act without prejudice to the producer, and must be dealt with by grades established in a different manner. The Grain Act provides for the appointment by the Board of Grain Commissioners of grain standards boards whose duty it is to determine the commercial grades. Three such boards have been appointed, one for the western division and one each for the Toronto and Montreal districts of the eastern division. The commercial grades are No. 4 wheat, No. 5 wheat, No. 6 wheat, No. 4 Special, No. 5 Special, No. 6 Special, and Feed Wheat.

"No grade" means all good grain that has an excess of moisture, being tough, damp, or wet, or otherwise unfit for warehousing in the ordinary manner.

"Rejected" grain means all grain that is unsound, musty, dirty, smutty, or sprouted, or that contains

Hints for the Elevator Millwright

Big Bill Makes a Hoist and Shows How Several Other Useful Stunts Around an Elevator are Done

By OLD TIMER

"It's all right, boys," called out "Big Bill" Davis as he came out of Mr. Marston's elevator office. "The 'Old Man' says we can rig up that hoist and to do it right away, so it can be used for taking down old work as well as erecting new. I have been trying to find the winding gear from a defunct derrick, but can't locate one. Have got a 24-inch spur gear with one-and-a-half inch face, and a four-inch pinion to fit the gear, so we will make the patterns for the rest of the castings." (As shown in Fig. 1.)

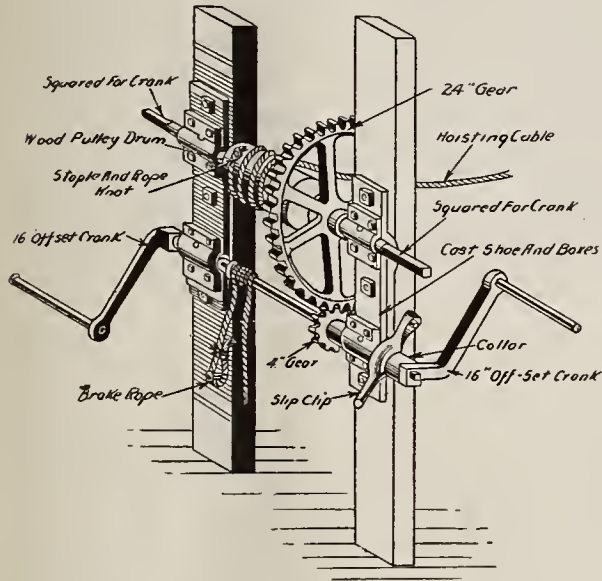


FIG. 1—A BUILT-IN HOIST

"That hoist," said Bill, "will be set up against a couple of timbers in some out-of-the-way part of the elevator. We will put a couple of snatch-block anchorages in the floor, and places aloft for hanging up a single pulley block, over which a half-inch flexible steel cable can be placed, then under one of the snatch-blocks and to the drum of our hoist. By shifting the overhead block, hoisting can be done in any part of the elevator building, aloft, or near the ground."

A single pattern was made for the pair of "shoes" upon which the hoist was assembled. A single pattern also answered for the four caps. Two cold-rolled shafts were squared at both ends of each, and fitted with two interchangeable cranks which were offset that each crank might pass the other shaft. Assembled as shown, the cranks must pass the ends of the drum shaft. When the cranks are placed upon that shaft for quick hoisting with very light loads, the cranks must clear the lower shaft which has an endwise movement sufficient to throw the gears out of mesh by raising the slip-clip and pushing the lower shaft endwise. A brake-rope was slipped over a spike in one of the posts and wound several times around the lower, or pinion shaft.

The four-inch pinion and the twenty-four-inch gear with one-and-a-half inch face, were keyed to the lower and upper shafts, respectively, and two eight by eight inch pulleys were fastened to the upper shaft, close together, for a winding drum. The pinion was keyed to the lower shaft in such position that the end of that shaft projected to the right one inch past the end of the upper or drum shaft while the gears were in mesh and the slip-clip in place.

When the clip is raised and the gears pushed out of mesh, the pinion shaft projects one inch to the left, past the end of the drum shaft and the handles or cranks were each offset, as stated, to pass the projecting shaft-ends, no matter whether the cranks were being used on the upper or on the lower shafts.

Bill says that when cranks are used on the lower shaft, the crank-men stand facing the hoisting cable. But when winding direct, with cranks on the upper shaft, the crank-men face in the opposite direction.

As stated, by arranging several hooks for the over hoisting sheave-block, and two snatch-block foundations—either to be used as most convenient—Bill says this hoist can be used all over the elevator; when tearing down old work, when erecting new construction, and at any time for sending repairs to any part of the elevator.

* * * *

One day, Big Bill found repairs necessary where one of the team-loading spouts came through the side of the elevator. Taking a laborer with him, Bill went for a ladder and finally, after a hunt, found the one he wanted, a 30-foot, split pole affair, wedged in under a pile of old lumber, outside of a shed. The ladder had originally been hung upon spikes just under the eaves of the shed, but had been thrown down by somebody and had laid there in the damp mold for some time, judging by the mold and dirt on the ladder sides and rungs.

Bill had the man brush the dirt off the ladder, then they ended it up against the building and the laborer started up to see what was wrong with the spout. Before he had climbed up 10 feet, a rung broke under his weight and the man slid down against the next rung, which also gave way, together with those below, and down came the man, on the run, directly on top of Big Bill's head and shoulders, sending both men sprawling.

Mr. Davis didn't say very much, but he evidently meant what he said, for the workman grinned as they both went after another ladder and tested the rungs; one by one as the man climbed up on them. Bill got into a "think" and allowed that

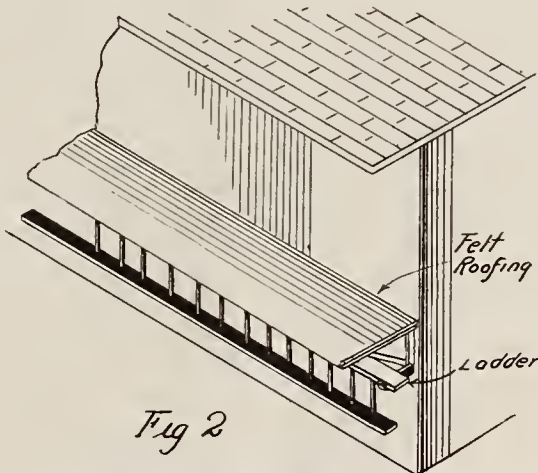


FIG. 2—LADDER SHELTER BUILT AGAINST A WALL

ladders hung under the eaves of a shed, without other protection than the roof of that building, often rotted sooner than when left standing upright against the building, with no attempt to protect them from sun and rain.

Then Bill sketched out a shed-side scheme for storing ladders, and had one built as shown by Fig. 2. He built a low roof directly over the ladders which were pretty well protected thereby. He attached the roof to the building by means of the 2x4 brackets shown by Fig. 3. These were spaced 10 feet apart, spiked to the building frame when in contact therewith, and when not, the brackets were nailed from inside, through the boarding of the building. Fig. 3 also shows how the ladder hooks or supports were fastened to the roof-supporting brackets.

But the storage capacity of these protecting roofs was found to be very limited, they would not cover many ladders, not more than two at most, and then it was a nuisance to take off the outside ladder in order to get the inner one, which was nearly always the ladder needed! Also, Bill found that ladders stored against a building, as shown by Fig. 2, were almost invariably located in some out-of-the-way place which nearly always proved to be far from where the ladders were required for use.

Bill then obtained the consent of the Old Man

to the building of several rather ornamental ladder "Pavilions" as pictured by Fig. 4, each little structure to shelter two ladders, thereby making each and every ladder instantly accessible. Furthermore, the pavilions were located out in the open and right where ladders were most apt to be needed, when wanted in a hurry!

Mr. Davis placed a row of two-inch pipes 10 feet apart as shown by Fig. 4, setting the pipes in concrete which was brought above the ground surface to prevent undue rust at ground line of pipes. To locate the pipes accurately, Bill set up, or stakes and ledgers, boards through which had been bored a hole for each of the pipes. With the pipes thus set up, plumbed and at proper height, the concrete was placed with assurance that the posts were in alignment and level on their tops.

Bill made the rafters of 2x4-inch scantling and

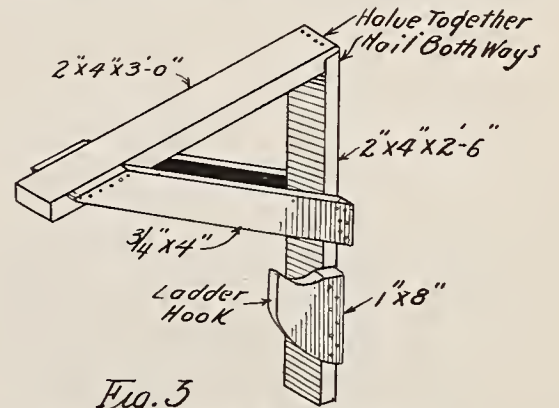


FIG. 3—BRACKETS, SPACED THREE FEET APART

bolted each to a forging made from discarded wagon tires which he obtained from a neighboring blacksmith. Bill found the holes in the two-inch pipe to be 2.07 inches in diameter and he made the tire forgings so that two would fit in each pipe as shown by Fig. 5. This picture also shows how the wooden rafters were bolted to the tire-brackets.

The double hooks for supporting the ladders, as visible in Fig. 6, were made from two pieces of 7/8-inch board and fastened together and to the posts—two or three of them—by carriage bolts. It was found that a roof four feet wide was sufficient to protect the ladders, provided they were high up, close to the rafters, which this form of roof, Mr. Davis says, was specially designed to permit. Because of this the steel roof brackets were used.

* * * *

There was a six-inch endless leather, single belt in Mr. Marston's elevator which gave Big Bill no end of trouble. The belt, for a part of its length, would run fair on its pulleys, then the belt would "weave" off to one side, then to the other side a

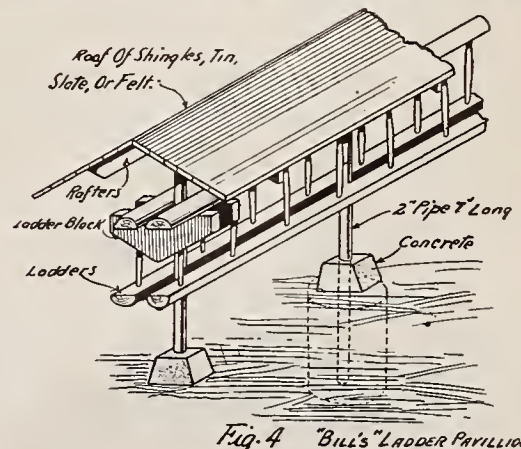


FIG. 4—"BILL'S" LADDER PAVILION

time or two, then for the rest of the way, that belt would "track" as fair as you please on its pulleys.

Bill hated that belt—or the way in which it ran, and he looked sidewise at it each time he went past. One day, he caught the machines idle, which that belt drove, and he pulled it off its pulleys, got his old blunt chisel and tore apart one of the cement lap joints so he could stretch the belt out on the floor. He snapped a well chalked line on the floor, then placed the belt along side of the line and pulled the belt from both ends until it laid well stretched out, upon the floor.

Portions of the belt laid fair with the chalk

mark, other portions of the belt laid to one side or the other of the line, and Bill allowed that the belt "laid on the floor pretty much as it ran on the pulleys." The belt was crooked, that was all that ailed it, and Ben found that all but one of the crooks were in the cement joints. The other crook was in a curved strip of belt.

Bill set to work and took apart all the defective joints, squared up those which had been made askew, or which had stretched or become distorted in some manner. The crooked strip of belt, Bill found, was not very bad at either end, most of the bend being in one spot near the middle of the strip. He cut the strip at the crookedest point, scarfed both ends where it was cut and made up a new joint at that point.

Then the belt was cemented together again, and Bill took a good deal of care that each joint was made "fair, square and straight." He found it necessary to put still another new joint into the belt, for, the cutting of the crooked strip and the straightening of the joints had shortened the belt so much that Bill had to insert about a foot more length, calling for a piece of new belting about two feet long. Bill cut the necessary length off a piece of new belting which had never been used, and cemented it into the partly worn belt, which ran as straight and as smoothly as you please after the joints had been made up properly.

Bill allowed that instead of cutting the crooked piece and making a new lap in it, he might have taken that strip out altogether and inserted a piece of new belting in its place. Then the crooked strip could have been straightened on one edge and then cut down to the widest parallel width it would make, after which, the strip could have been used in some other belt of the width to which the crooked strip chanced to work. Bill figured that it was cheaper to shorten a six-foot strip of wide belt six inches, than it was to cut down the entire length of such a strip to a narrower width, "for," said he:—"Narrower belts are always cheaper than wider ones, so I will keep all the wide width of belt possible!"

* * *

"Say, Mr. Davis," called out one of his mechanics as Big Bill came into the millwright shop one noon:—"That new ring-oiling bearing which we have just put on the receiving elevator counter, has gone to heating again! I say—'confound ring-oiling bearings anyway!'"

"And I say," replied Millwright Foreman Davis: "Confound the man who bent the rings out of shape when he set up that bearing!" The workman said nothing, but "looked sidewise" at Big Bill who said: "Let's go and take those rings out and straighten them as well as we can, for I'll bet a bushel of wheat to a pound of garlic, that you will find one or two bent rings in that bearing!"

That was just what they found. The ring had evidently got caught when the shaft was put in place, for oiling rings are surely ticklish things to handle when setting-up operations are performed. The workman who had complained of the ring, wouldn't meet Big Bill's eye, and Mr. Davis had a pretty good idea of how the ring had become bent. He could also almost see the attempts made to straighten the ring again, an attempt which had failed, as do nearly all attempts to straighten an oiling ring without removing it from its chamber in the bearing.

"Whenever you damage an oiling ring," Mr. Davis said to his men, "take the ring out of the bearing, lay it flat on a smooth level object, metal if possible, but wood will answer, then take out all the sidewise kinks, so the ring will lie flat on the level surface, touching same all around. Once the ring is true sidewise, then go after the kinks and bends which throw the ring out of round. While taking these out, be careful not to bend the ring sidewise again, and if you do so, take the kink out at once and test it again on the surface plate."

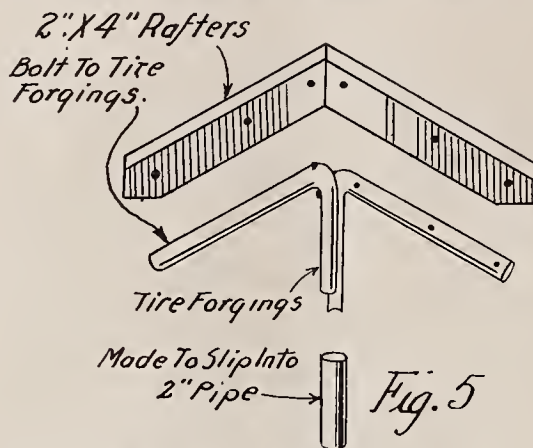
"That ring got bent in putting it over the shaft," said the workman. "It came right between a pulley and a gear, and we either had to open the

ring so it would slip over the shaft, or else take off the gear or the pulley."

"That's the one great trouble with ring oilers," said Mr. Davis. "It is possible to open a ring and close it again after it has been placed over a shaft, but it is almost impossible to do the trick after the shaft has been placed in its bearings, and that's the way you boys worked the riddle, wasn't it?"

"Reckon that's the way we did it, all right!"

"Reckon you are kind of truthful, right now, eh, Sam? Well, next time you have to open oiling rings to get them over a shaft, do it before the shaft is put into its bearings. Do it while the shaft is where you can work easily. Then you can



ROOF BRACKETS AND RAFTERS

FIG. 5—ROOF BRACKETS AND RAFTERS

place the ring against the end of a hub and use same as a surface plate to true the ring against."

They opened the bearing which had become heated, and found the oiling ring crooked and jammed, about as Big Bill had wagered the wheat on. The shaft was raised clear of its bearings, blocked securely in that position, and an attempt made to straighten the old ring. After a few attempts, Mr. Davis said:—"It will pay to make a new ring." Whereupon he pulled the old ring off, straightened it out so he could measure the length of wire in it, and hunted up a bit of wire of same size as the spoiled ring.

The wire was cut a bit longer than necessary and straightened by rolling it on a hard smooth surface, a piece of hard wood being used to press the wire against the surface and to roll it back and forth. Beginning at one end, the wire was

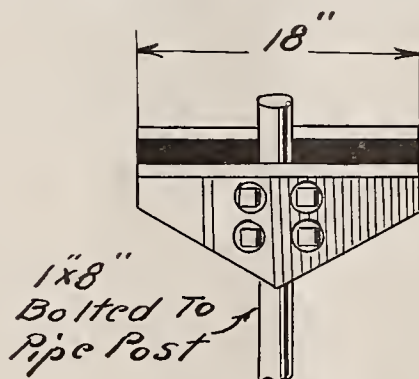


Fig. 6
LADDER SUPPORT

FIG. 6—LADDER SUPPORTS

rolled all along its length, under such pressure as Mr. Davis could put upon the hardwood block with his big right arm. The wire was made very straight and free from short bends, in a very few minutes, after which it was cut to exact length, the ends squared and their corners carefully chamfered so there were no sharp corners at all.

Taking the wire to a neighboring tin shop, Mr. Davis bent it in forming rolls, until the ends of the wire matched together fairly and formed a fine ring, which was carried back to the elevator, opened carefully, placed over the shaft and then using the pulley hub as a surface plate to keep the ring true sidewise, it was slowly and carefully closed into a perfect ring again.

"Never will have any more trouble with that oiling ring," said Mr. Davis, as they carried their

tools back to the shop and met Mr. Marston at the door. That gentleman said with a broad grin, as they went into the shop: "Say, Bill, I hear that you have been getting into the chicken business on the side, and that you have been having trouble raising chickens and cats? The neighbors are talking pretty bad about it too, but they can't get a thing on you. How about it, Bill?"

"It's like this, Mr. Marston. Since I contracted with you for the screenings, I have been building up a flock of fowls, but somebody's cats ate nearly all my small chickens . . . but there goes the whistle, will tell you all about those cats, chickens and screenings next month!"

LOSSES IN WHEAT FROM STINKING SMUT

"The Winter wheat territory of the Southwest has again suffered a serious loss on account of stinking smut, which has been conservatively estimated at from \$5,000,000 to \$8,000,000," says H. M. Bainer, director of The Southwestern Wheat Improvement Association. Continuing he says: "This is an enormous loss when we stop to consider that fully 90 per cent of it could have been prevented, at slight cost, through seed treatment."

"Every wheat grower knows that stinking smut destroys the crop, often decreasing the yield from 5 to 75 per cent. The loss in yield represents only part of the damage, as the small crop remaining grades low and sells at from 2 to 15 cents a bushel below the normal price for good wheat. If smutty seed is sown, a good crop cannot be expected, no matter how well the seed bed is prepared or how favorable are the other conditions."

"Stinking smut spores are carried by the seed and are sown with it. The spores germinate at the same time as the wheat seed and the fungus grows into the tissue of the wheat plant, causing the smut the following year. The only preventive for smut is to kill the spores by disinfecting the seed. The cost of seed treatment (smut preventive insurance) amounts to from 5 to 10 cents a bushel for material and labor."

"The old standard and dependable treatment for smut consists of dipping, floating or sprinkling the seed in a solution containing 1 pint of formaldehyde to 40 gallons of water. A new, dry method of seed treatment, which is highly recommended, consists of coating the seed with copper carbonate dust at the rate of two ounces to the bushel. A commercial mixture, 'Coppercarb,' also gives good results when used at the rate of two to four ounces to the bushel." For full information on these methods, see your county agent or write the state agricultural college.

VANCOUVER GRAIN BOARD HAS NEW PERSONNEL

Now that investigation has been made and a report filed by the officials of the Royal Grain Inquiry, changes have been made in the personnel of the Vancouver Harbor and Elevator Board. R. E. Beattie has retired from the direction of the Board's business and K. J. Burns, manager of the Canadian Robert Dollar Steamship Company, will succeed him. He has a five-year contract at \$8,000 a year, and the office has thus been made non-political. Colin McLean, superintendent of the Government elevator, has also retired and James Smart, of Fort William, Ont., superintendent of the Northland Elevator Company, will succeed him. He has 16 years of experience in elevator management to his credit.

H. F. Penfold, assistant superintendent in Vancouver, has gone on a holiday and will not return to duty. W. R. Biernes, chief inspector, and J. King, superintendent of No. 3 Elevator at Vancouver, have also resigned. Mr. McLean made the world's record when he moved 54,000,000 bushels through No. 3 Elevator at Vancouver, and the grain men have every confidence in him. However, the present retirement is not unexpected, as he had made a request for retirement three months ago.

MARKETING GRAIN IN ABYSSINIA

The vast area of 160,000 square miles occupied in east Africa by the Ancient Kingdom of Abyssinia includes territory well adapted to the production of cereal grains. However, it is hampered in development partly by the lack of enterprise on the part of the native population and partly by failure to establish logical marketing facilities.

The country consists of a widely spreading series of tablelands of various and often great elevations. These are interspersed with high and rugged moun-

and to confiscate, on the part of an equally irresponsible civil administration, caused those who had any property to convert it to its smallest form and horde it. The population is gradually gaining confidence and awakening to its chances, but this process is very slow.

The market medium, as in mediaeval Europe, is exchange, and the market day prevails. Sale and exchange of commodities can only be carried on successfully in this way when no permanent places for conducting the business are maintained.

Journeys from 20 to 50 days are made by cara-



WHEAT CARAVAN IN ABYSSINIA

tain ranges. Inexhaustable supplies of water flow over the surface in wildest confusion. While the production of wheat does not reach a figure to give it much significance from the standpoint of world markets, the future possibilities resulting from natural resources leave much for conjecture. At the present stage mineral properties exceed in value and importance the agricultural pursuits.

Adis Abeba, in province of Shoa, is the residence of the government and at the same time leads commercially. In population it has been estimated to approach 100,000 people; but despite the opportunities afforded, marketing is practically where it was a century ago.

One of the accompanying illustrations shows the compressing of straw. This equipment is far more advanced than most of the equipment prevalent in the region. The production and handling of field crops gains importance through the fact that live

vans, such as the one shown in the picture, and these go to the principal commercial centers at which places the products they carry are distributed. On the return journeys products of the various settlements or villages are conveyed to the seaport. While these caravans entail great expense, this is often split up among a number of merchants, who band together for mutual protection and the benefits of group activity.

The success of northern Africa as a grain producing country leads to the view generally expressed by those engaging in the trade that Abyssinia has far greater opportunity in this line than is indicated at present, and that the future will bring a broadening of the trade. The elimination of internal dissension in recent years and strengthening of the political power have already shown some indication of bettering conditions.

Methods of cultivation are for the most part primitive and the chief agricultural implement is the hoe. A threshing floor is used in the field and grain is in most sections beaten out by the natives or trodden out by cattle. Primitive plows and harrows are in use in some districts. Probably in no country in the world is the cultivator more conservative or less willing to adopt modifications in



A PRIMITIVE GRAIN MARKET

stock ranks among the leading items in the commerce of the country. The climate and conditions combine to afford excellent facilities for this type of agriculture.

The most primitive of machinery is used in handling grain. For instance, another illustration shows natives engaged in cleaning grain. The process is slow and the results in no sense measure up with advanced standards of our own country. With everything else moving slowly and requirements reasonably modest, the methods at present meet the needs. However, as time advances and the requirements increase progress will be inevitable.

Stores or other systematic enterprises for local marketing are totally absent in Abyssinia. Lack of capital is probably what withheld earlier working out of the more ordinary forms of local marketing such as stores. Until recent years the tendency to plunder on the part of irresponsible individuals



COMPRESSING STRAW

his primitive methods. The native, however, understands irrigation and has learned by centuries of practice to be fairly exact in levelling operations and carrying on a very simple form of irrigation. The present backward condition hinges principally on the adverse past, and the progress necessary to bring about a more modernized and effective handling of the industry is a matter of

evolution. It will take gradual cultivation under favorable circumstances to bring about future satisfactory marketing system and improved agricultural methods. Fortunately, governmental agencies are getting better and this should help.

RHODESIA AS A PRODUCER OF CORN

G. Larpent, head of the Immigration Department of Rhodesia, has said that the staple crop of Rhodesia is corn, and that the temperate climate and rich soils of that country have improved the American seed to such an extent that inquiries for Rhodesian corn seed have been received from numerous remote quarters of the globe. It was, he said, the aim of the growers to become suppliers of the seed to the rest of the world.

The crop in southern Rhodesia in 1922 was 1,315 quintals, according to returns made by the Gov-



CLEANING GRAIN IN ABYSSINIA

ernment, not including the very considerable quantity grown by the natives for their customary food requirements.

He also called attention to the uncertainty of the crop, chiefly because it is very liable to suffer from extremes of temperature; but said that damage of this kind was seldom sufficiently widespread to produce large losses.

CUT IN WHEAT PRODUCTION

Forecasts received by the Department of Agriculture up to August 27 indicate decreased production of wheat in 1924 to the extent of nearly 300,000,000 bushels as compared with 1923 in 21 countries of the Northern hemisphere. These forecasts



indicate an aggregate production for 1924 of 2,171,000,000 bushels, compared with 2,449,000,000 bushels produced by the same countries last year.

The countries covered by these figures produced 80 per cent of the crop of the Northern hemisphere in 1923, exclusive of Russia and China. Among them, increases are shown only in the United States, Bulgaria, Yugoslavia, Morocco, and Chosen.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Third Year



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., SEPTEMBER 15, 1924

"WHO IS WHO"

SECRETARY Quinn of the National Association has thrown down the gauntlet to the grain trade journals to keep the advertising patronage of *Who is Who*. He has been unlimbering his heavy batteries against the *Grain Dealers Journal*, but in reality he is attacking all the journals as they have all signed a petition to the National Association to discontinue the advertising in its official organ. The trade journals have given loyal support to the Association, which was actually started in the office of the AMERICAN ELEVATOR AND GRAIN TRADE, which, of its own initiative, issued a call to grain dealers to form an organization, and carried it through the formation period.

In *Who is Who*, the Association has set up direct competition against its allies, and the journals believe that it is uncalled for. The Millers National Federation seems to get along nicely without going into the publishing business, giving all necessary trade information by bulletins, issued when matters arise of interest to the trade.

As a matter of fact, Secretary Quinn was a newspaper man before he became secretary, and it is natural that his present editorial work assumes in his eyes an importance out of proportion to the other duties of his office. *Who is Who* rarely if ever carries any news or trade announcement which all the other papers do not carry. Its principal function is propaganda and boosting the Association, and the trade journals would gladly assume this duty, giving free to the Association a liberal allotment of space. As *Who is Who* reaches only members, and the journals reach hundreds of non-members in addition, it is easy to see how the influence of

the Association could be greatly increased by this program.

If occasion arises when special bulletins are called for, in addition to the space given by the grain journals, the expense of circularizing the membership would be slight. Such special bulletins, carrying the membership list, if issued three or four times a year, would meet the entire need of the Association. The duplication of service and the unnecessary demands upon trade advertisers in *Who is Who* are burdens which could and should be dispensed with.

A PROTEST IN RUSSIA

CALL out the Red Guard! The proletariat is in revolt. The working men of Leningrad, formerly Petrograd and before that St. Petersburg, recently made protest against the exportation of bread grains from Russia because there is not sufficient supply to feed the people, even if none were exported. This shows the ignorance and lack of appreciation of the Russian masses. They seem to be ungrateful to the saviors of Russia.

The Soviet Government is in the savior business. Having saved Russia, it now wishes to save the rest of the world. To be sure Russia has been on the verge of, if not actually, starving ever since it was saved, but the Government needs money to save other countries, and what if the people go without bread at home, as long as the gospel of the Soviet is spread to surrounding countries, and even to America.

Last year large sections of Russia were in dire need and yet the Government exported several million bushels of bread grains. The revolt in Leningrad was a protest against a repetition of this policy. With agriculture, manufacturing, transportation and commerce almost stifled in Russia, agents of the Soviet still point to that unhappy country as the ideal commonwealth. It may be ideal, but we notice there has been no necessity of passing laws restricting immigration from other countries into Russia.

LOSSES THROUGH CONGESTION

WHEAT growers of the Northwest, according to Julius H. Barnes, have sustained an estimated loss of \$25,000,000 in two weeks because of the lack of transportation such as would be afforded by the canalization of the St. Lawrence River. The flood of new grain pouring down the Great Lakes resulted in congestion of wheat at Buffalo, and this in turn was the reason for intensive competition to get cars. Freight rates increased from 60 to 70 cents a ton in two weeks and the higher rate showed every indication of remaining fixed as long as the grain crop might continue to pour down the lakes.

Some authorities are of the opinion that a single season's losses to the farmers because of this transportation complexity would be sufficient to finance the St. Lawrence waterway. Mr. Barnes, whose opinion gains weight from his experience as head of one of the largest grain exporting companies, agrees with this view. The national trend of opinion

is reflected in the publicity of the political parties, all three of which seemed to believe in the efficacy of the project, so that the only issue involved which still needs attention is the negotiation of necessary treaties with Canada.

The varied interests other than grain which enter into the project may or may not complicate the ultimate determination of the matter; but so far the only manifestation of an opposition of consequence has been that of New York and Buffalo; and as the evidence of urgent need becomes more apparent it is more than likely that this adverse feeling in those quarters will subside in some degree.

SATURATING THE WHEAT MARKET

FOR some years manufacturers and economists predicted an early saturation of the automobile market. Early estimates of the saturation point have long since been exceeded and now the feeling prevails that the only saturation point in view is the road area rather than the automobile market.

A similar situation exists in the wheat market, and particularly the wheat problem in Canada. There is little danger of using up the potential wheat acreage in that country for only about 10 per cent of it is now under cultivation. Nor is there immediate danger of the world wheat market becoming absorbed. The Orient is only beginning to eat wheat as a staple, and if it is ever converted away from rice the world market will be expanded enormously. During the last two years the increase in the use of wheat in Japan, China and even India has been marked and many observers believe that eventually bread rather than rice will furnish the principal carbohydrate in the dietary of the Orient.

Wheat commerce of Canada could not expand much over last year's volume, however, without witnessing serious congestion in the means of transportation and the storage facilities at the ocean ports. During the past year there has been material expansion of storage capacity both on the east and west coasts, but rail and water carriers have had hard work handling the volume of business during the moving season. The congestion at Montreal this fall has resulted in 50 vessels at a time having to wait to unload. The saturation of Canada's transportation is a more vital issue than that of the world's wheat market.

THE HAZARDOUS STOVE

IF SIGNS mean anything we will have a cold winter. That means that the old stove will be kept red hot to make the heat reach the far corners of the office and the bay where the scale readings are made. Hundreds of elevator fires occur because stoves, flues and chimneys are not inspected and made right before the fire is started in the fall. After the fire gets going it is too late.

Every winter shortly after the fires are started, we have an outbreak of elevator burnings. Sometimes the blaze starts in the

chimney; sometimes sparks escape from defective connections; a partition where the stovepipe passes through starts burning because of insufficient insulation; hot ashes drop on an unprotected floor, or other causes start a blaze which may wipe out the works and savings of a lifetime. This is a hazard of inexcusable carelessness and should not be tolerated. The stove and its connections are before your eyes, and any handy man can make it safe unless the chimney is at fault, in which case it is the work of an expert.

There are plenty of causes of elevator fires without multiplying them through carelessness. The record of fires in this issue is a commentary on the risks from causes sometimes out of control of the operator, but the defective stove is up to you.

EDITORIAL MENTION

One indication of the prevailing tendency toward better conditions may be seen in the fact that during the past week a Chicago Board of Trade membership was sold at \$7,650, an advance of about \$3,000 over what it would have brought a year ago.

The biggest outward movement of grain in the history of Montreal is expected by local grain brokers there during September. The end of the first week of September found nearly 50 tramp steamers chartered to load grain. The rush was expected to reach its peak by the middle of the month.

Another recent contribution to agricultural progress on the part of the experimental stations, is a variety of corn now being grown which has stalks so short that the ears give the appearance of growing directly out of the earth. The reports do not state that this result has been attained by grafting with the pineapple, but appearances would lead us to believe it.

Reclaimed land, as we generally think of it, means irrigation; but a manifestation of reclamation in the reverse is now going on in Holland. Nearly a half million acres of good loamy soil will be put in use as the result of building a dike from the northern coast of Wieringen, and from there to Friesland. Five hundred thousand acres will grow a lot of grain in Holland.

Over 70 elevator fires are reported in this issue. A large proportion of them were caused by lightning. Lightning will not strike a building that is properly rodded or whose ironclad sides and roof are grounded. It is easy to point out the fallacy of neglecting rod protection, but it is not so easy to point out a way to pay for it. Many country elevators have been on half rations for the last two years and you cannot theorize with a man whose ledger is balanced in red ink.

Of the other causes of fires a large percentage were preventable. In no other way is the habitual wastefulness and carelessness

of Americans better exemplified than in our annual fire bill. It is a national fault and is not peculiar to the grain trade. But that does not make a fire any less distressing to the man whose plant burns. Regular inspection of the danger spots each night before closing up is a good habit to get into.

Conditions in the Southwest are reflected by receipts of wheat at Kansas City in August amounting to 17,553 cars, the largest on record for any month, and immediately following the July high record of 14,615. The two months' receipts are given as more than twice those of the like period a year ago, and also more than double the 10-year average for the two months.

The aspect of the county fair is changing year by year, and not the least of the factors contributing to the transition is the growing importance of the motor driven vehicle. This year the number of automobiles passing through the gates of the Seneca County fair in New York was more than 1,000 daily, and only one horse-drawn conveyance each day. Five years ago the automobile was far in the minority.

A cablegram received in Washington last week asserted that the exportation of wheat, rye and oats from Poland is now prohibited. There has already been an intimation that this prohibition may eventually be replaced by an export duty. This seems likely, as barley is already classed in Poland as subject to unlimited exportation, with such a tax. Under ordinary conditions a tax is equivalent to an embargo.

Latest reports indicate that the Government is giving attention to requirements incident to the creation by the Chicago Board of Trade of a cotton exchange. Unless the new business is heavy the Department will handle its work with reference to southern warehouse deliveries through the existing New Orleans cotton market, but it seems quite likely that there will be an office established in the Houston-Galveston district.

Premier Bruce, of Australia, has informed the four wheat growing states that the Commonwealth is willing to co-operate in voluntary wheat pools for three years. He said that the Commonwealth and the state governments jointly would guarantee up to 80 per cent of the export market price. If the general trend continues as reported in the last year, the three-year proviso may prove unnecessarily long. But we wonder if the grower makes a cent by pooling over the old method.

The price of bread is of far greater concern to the people of Great Britain and Europe than to us. Bread over there constitutes a far greater proportion of the diet, and money is scarce so that an increase in the price of a loaf is not infrequently attended by riots or other popular demonstrations. But now it appears that England, and to a lesser degree other countries, have become "sold" on the idea of higher prices. They begin to see the

economic significance of a disparity in the price of agricultural products compared with other commodities and are evincing a willingness to go at least part way in making up the difference. But the readjustment is not easy.

The domestic crop reports, with prospects of poorer crop production in Europe, make it appear as though the excessive surplus has been removed from the farmers' shoulders—the surplus which the farm bloc leaders had been anxious to sacrifice abroad and have the tax-payers here pay for the losses. It looks as if there will be difficulty in finding a campaign issue for the agrarian agitators to feature.

The farm plank of the Republican platform doesn't say much. Well, there isn't much to say because the conditions which have pressed so heavily on the farmers during the last two years are slowly but surely righting themselves. Except in a few districts, farmers would begin to feel that they were getting out of the woods if a few demagogues didn't keep telling them that they were abused, abandoned and broke. So they have to break out weeping again.

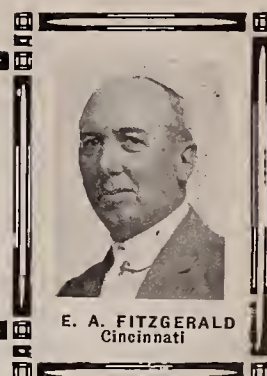
Estimates of the damage to the French wheat crop by rain have been doubled in the last few days. *Le Temps* quotes agricultural experts on the subject, and states that general agreement in grain centers is that the crop is lacking in both quantity and quality. One newspaper has estimated damage to the northern crop at 40 per cent. The tendency on the part of the French Government to vacillate in its policy as to fixing the import duty and proposed regulations affecting the millers adds to the uncertainty and lack of ease there.

The Board of Grain Commissioners can appropriate certain averages, according to the Canadian Grain Act, sell them, and use the money for its own purposes. In a decision recently rendered, Justice A. K. McLean has ruled against the Board and held that terminal elevators are entitled to surplus grain in elevators at stock-taking in August each year. The judge was the author of the bill which he now finds unconstitutional, thus demonstrating that at times an application of "the judicial temperament" by him who sits in the legislative halls may achieve much.

Imports of duty paid Canadian wheat were reported last week for the first time since last May, and imports of bonded Canadian wheat were also reported for the first time since early in August. However, the volume in which these consignments have been handled has been small and it is likely that there is comparatively little significance in the transactions. The state of our flour market during the early summer is the entire explanation of the lack of interest in Canadian grain. Our mills wouldn't buy American grain, so why should anyone expect them to go to Canada. If we keep on exporting wheat there may be a different story next spring.

H. C. GAMAGE
Kansas City

NEWS OF THE TERMINAL MARKETS

E. A. FITZGERALD
Cincinnati

MILWAUKEE AMENDS RULES

Members of the Milwaukee Chamber of Commerce amended its rules recently so that hereafter the approval of members of the exchange is not required in declaring an elevator "regular" under the rules. The sole power to take such action is now vested in the Board of Directors.

Previous to this change in the rules it was necessary for the resolution designating an elevator as regular to be recommended to the members by the Board of Directors and for the exchange to adopt the resolution in open meeting. The change obviates this round about procedure.

NEW SERVICE AT OMAHA

The inspection department of the Omaha Grain Exchange, Omaha, Neb., has installed a complete equipment for determining the protein content of wheat on a large scale. It embraces 60 stills and 60 digesters which will enable the operators to make about 500 determinations a day and this service will be afforded all handlers of grain in the Omaha territory.

The plant was ready for business early in September and the charge per sample is 75 cents. It is the intention to give quick service, the results being mailed out the same day the sample is received, if possible.

HEAVY RECEIPTS AND GOOD DEMAND

This market has been having quite heavy receipts right along and there is sufficient demand to absorb everything each day. There are large volumes of grain leaving this market via the Great Lakes for export and judging from the demand we are looking for this outlet to continue until the close of navigation.

Barley in particular is finding an unusually good demand in Milwaukee both for malting purposes and export. Values for barley are very narrow at this time and the lower grades are selling at relatively better prices than choice. —*E. P. Bacon Company, Milwaukee, Wis. Market Letter of September 11.*

ARRIVALS SMALL

Wheat arrivals in this market have been in small volume for some weeks with demand for all kinds of Soft Red Winter wheat, good, but particularly so, for that of milling character. Hard and Mixed wheat are slow sale and then only at wide discounts. Corn receipts small and all colors in active daily inquiry. There seems little prospect of any immediate improvement in receipts and that is one of the reasons why we anticipate a continued attractive level of prices here. Oats are diminishing in volume and recent arrivals are principally No. 3 White because of stain. Values well in line with other terminals and demand fair. —*Bert H. Boyd Grain Company, Indianapolis, Ind. Market Letter of September 10.*

WHEAT PROSPECTS IN EXPORTING

During the past month wheat crop prospects have improved in the exporting countries of United States, Canada and Australia, but declined in the European importing countries. The world crop of wheat and rye is about 10 per cent less than last year. Farmers of the United States are selling their wheat at an unusually rapid rate; fortunately the foreign demand has been good, otherwise prices could not have held as well as they have. A comparison of rate of farm marketings and price

trends in past years, shows that in years when marketings are heavy early in the season, the price advances more than in seasons when the early marketings are relatively light.

The Government September 1 corn forecast of 2,513,000,000 was slightly larger than trade estimates. The Government basis of forecasts assumes average change in condition after September 1. But the decline in condition will be greater than average if frost comes at the usual time, owing to the lateness of the crop. There is a greater chance that the final out turn will be less, rather than more than the Government forecast. —*Nat. C. Murray, Statistician, Clement, Curtis & Co., Chicago, Ill. Market Letter of September 11.*

A. R. TEMPLETON HEADS MILWAUKEE BRANCH OF GRAIN MARKETING CO.

A. R. Templeton has been the president of the Milwaukee Chamber of Commerce, Milwaukee, Wis., since April 7, 1924. Honors sit lightly on Mr. Templeton's head, perhaps because he performs the



A. R. TEMPLETON

duties of any office to which he is elected or assigned with such graceful ease and efficiency that it might be said, "Habit hath made it in him a property of easiness." A new office was conferred on him early this month consisting of that of manager of the Milwaukee branch of the newly formed Grain Marketing Company of Chicago.

Mr. Templeton entered the grain business in his father's office at Templeton, Wis., in 1887. It was not long before he began to seek broader fields and in 1899 he went to Milwaukee where he became associated with the Milwaukee office of Armour Grain Company of Chicago. He made a change in 1910 to become a partner in the grain firm of Johnstone & Templeton Company which continued until 1921 when he re-engaged with the Armour interests in Milwaukee.

Mr. Templeton has always taken a keen interest

in all phases of the Chamber of Commerce work. Since 1910 he has served on a number of important committees as well as filling the office of director. Previous to this year he served three years as vice-president of the Chamber.

DEMAND AND RECEIPT LIGHT

There has not been an urgent demand for Red Winter wheat during the past few weeks. The very few cars that have come into the market have been sold at prevailing prices.

Receipts of corn have been very light. The demand from local industries for this corn has been very good, which condition, I think, will continue throughout the fall months.

There has been a very free movement of oats from Ohio and Indiana during the past month. Just at the present time receipts are lighter and advice of shipments not large.

Storage space in Buffalo elevators is practically all taken and while I do not look for a material advance in cash prices during the next few weeks, I do believe that after that period we will see strong cash prices on both corn and oats. —*McConnell Grain Corporation, Buffalo, N. Y. Market Letter of September 11.*

COTTON EXCHANGE AT CHICAGO

Business men of Chicago have for a number of years seen the practicability of establishing a cotton market on the Chicago Board of Trade, and have been discussing the project. On September 8 the matter was settled when members of the Board by a vote of 671 to 4 adopted a new set of rules which provide for the creation of a futures market in cotton on the floor of the exchange. Preliminary arrangements have been made and it is expected that the cotton exchange will be ready for operation by October 10.

It has been decided to make Houston and Galveston a joint port of delivery on Chicago contracts. The new rules have been approved by the Bureau of Economics, Department of Agriculture and several lawyers, and are in strict compliance with the provisions of the Cotton Futures Act under which the market will function and harmonize with those in operation on the New York and New Orleans Cotton Exchanges.

GRAIN MARKETS DRIFTING

Volume of trade has fallen off very sharply. In wheat hedging pressure prevents any advance of consequence. Markets act tired and we need a fresh incentive to bull grains. We personally cannot enthuse over the long side of grains at the moment. Our readers may or may not agree with us, but our reasons are as follows:

Wheat. Present prices discount the bullish factors with the exception of serious crop damage in the Southern Hemisphere. Wheat continues to pile up in the show windows and clearances do not correspond with the export demand talked about in July and early August. When the Government report is issued upon actual yields rather than conditions we believe our crop will show over 850 millions. Canada over 325 millions.

Corn has been bulled ever since the July report. The Government in the July report estimated the crop at 2515 millions. December corn then was 86 cents. The September report indicates a crop of 2513 millions, December corn today \$1.14. Has not the advance discounted considerable? Hogs have been marketed freely. The demand for cat-

tle for feeding is rapidly fading away. Instead of buying corn why not buy meat products such as lard and ribs? Oats look overbought. The fancy price of corn has caused a lot of people to store oats. We have a big crop. Oats will seep into the market all this season. The discount of September oats under May is very attractive to elevator interests. Many oats put into store will not keep. The amount of oats available for the market, after all that can be used on the farm, plus our barley crop will be sufficient to supply the demand. Rye for two years has been a laggard and still our farmers intend to plant 14.1 per cent more than last year.

We are bullish on meat products.—*C. A. King & Co. Toledo, Ohio. From Market Letter of September 10.*

THE NEW CHICAGO BOARD OF TRADE BUILDING

The members of the Chicago Board of Trade, Chicago, Ill., took a decided step recently towards securing the money to assist in erecting the new building on the present site of the Board at the foot of La Salle Street. They decided by a vote of 470 to 50 to assess all purchases and sales by members for their individual account, $\frac{1}{2}$ cent a bushel on every 1,000 bushels handled. It was estimated this would create a fund of \$500,000 in five years.

The money will be paid into the secretary's office for the construction fund. It is estimated the cost of the new building will be more than \$6,000,000.

MILWAUKEE MAN BRINGS OPTIMISTIC REPORT

Charles A. Krause, president of the Krause Milling Company, of Milwaukee, Wis., came home from a three months' trip through Europe, to find his corn milling plant, one of the largest in the world, in ruins. The fire caused a loss of from \$1,000,000 to \$1,500,000, and for a time endangered the lives of about 350 employees. Only one man was hurt, and it is believed he will recover in time. There was a series of explosions during the fire but it is not certain whether the explosions were caused by the fire, or whether they started it.

Despite the fire and its accompanying losses Mr. Krause is as optimistic as ever. Bumper crops in every country, except possibly Russia, have created much optimism in Europe, he stated.

"Germany, France and England show the greatest improvement since the war," said Mr. Krause. "In England the crops are retarded this year as in the United States by cold weather, but the factories and other industries are showing good profits. Conditions in Russia are the most hopeless in the world. There can never be peace or prosperity as long as the Soviet continues in control of the government.

"Italy is tending to business and saying nothing. That is why she has made the greatest progress in recovering from the world war and is forging ahead. Italy is leaving to the other nations the bickering and disputes over treaties and reparations. Instead, the Italians are devoting all their energy to developing every economic resource the nation possesses with the result that money is plentiful and the country is prospering."

HOLDING FOR NEW CROP

While receipts of corn here the past few days show some increase, we do not look for any heavy run of corn from the country, as the owners of the old corn stocks seem disposed to hold until the outcome of the new crop is known. The weather through this section has been decidedly unfavorable to the growing corn for the past week, being cold and unseasonable, with occasional rains, and light frosts are reported in scattered areas. However, we have not heard of any material damage being done from frost so far. There has been a good demand here for this cereal for some time past from local industries, and the prospect is for a continuation of same, so we look for prices to

hold up well here. Business for shipment is still very light.

Receipts of oats here have been fairly large, a good many of the arrivals being applied on contracts made some time ago. The quality of the oats arriving so far varies greatly, but there are very few which make the grade of No. 2 White, a fair amount grades No. 3, and the bulk of the daily receipts is grading No. 4 and Sample, being stained due to the weather conditions during threshing time. Owing to the large crop which has been raised and the low prices prevailing as compared with corn, we believe a large portion of the oats will be fed on the farm, particularly the poor quality oats.—*Mueller Grain Company, Peoria, Ill. Market Letter of September 11.*

OLD TIME GRAIN MAN PASSES AWAY

John W. Fisher, 95 years old, dealer in hay and grain and the oldest member of the Chamber of Commerce, died last month at his home on Walnut Hills, Cincinnati, Ohio. Mr. Fisher was known to hundreds of business men of Cincinnati and vicinity and was regarded as a veritable mine of historic facts regarding early Cincinnati in which he settled in 1850. In 1860 he joined the Chamber of Commerce and during the Civil War he was awarded the contract to supply the army of General W. T. Sherman with hay, grain and forage during



THE LATE JOHN W. FISHER

the eventful "march to the sea." The vast stores of fodder and grain were shipped South by boats on the Ohio River. Mr. Fisher retired two years ago from active business and since that time his business at 125 Water Street has been conducted by his oldest son, Albert D. Fisher. Born in Scotland, Mr. Fisher came to America with his parents when he was a year old. Mr. Fisher died following an illness of four days.

SOFT WINTER WHEAT MOVES SLOWLY

The movement of Soft Winter wheat in this direction has been much smaller this year than usual. Supplies in millers' hands and in local elevators are unusually small which should mean a good steady demand for this class of wheat right through the fall and winter. Hard Winter wheat is arriving in volume by lake and Spring wheat will also be moving very shortly. The first movement of oats from the interior to this market has been on for the past three weeks and is letting up some what. As the elevators are obliged to keep a greater amount of space than usual to handle the fall rush of lake business the quantity of rail oats stored on the movement has been lighter than usual which should help the demand for fresh receipts from the country.

The outlook at the present time is that a record volume of grain will be handled through this mar-

ket during the coming months as every indication points to a decided revival both in the export and domestic trade during the fall and winter.—*J. G. McKillen, Inc., Buffalo, N. Y. Market Letter of September 11.*

CHANGES IN MEMBERSHIP

Chicago—The memberships of the following on the Board of Trade have been transferred: C. H. Casebeer, P. T. Carr, John M. Flynn, A. F. W. Walther, Robt. D. Warner, John L. Fossett, George W. Eberhardt, Harry A. De Costa, Estate Oscar D. Christensen, Wm. H. Crane, Chas. A. Johnson, Wallace S. Howell, Estate I. C. Gifford, George C. Stephens, Hugh N. Baird, Harold Tobey, James Caruthers, A. O. Mason, Estate J. T. Gwathmey, Estate Henry Clews, C. C. Germain, Herman C. Grabo, Joseph K. Montelius, R. J. Pendleton, James E. Edgerton, Carl Y. Semple, Frank Marshall and Laurence H. Armour. The following have been granted memberships on the Board: Frank G. Brown, Edward Nieft, Jess Taylor, Elmer L. Luibel, Malcolm Stobie, James N. Russell, Henry W. Pletch, Ray S. Anderson, Ralph O. Harvey, Robert E. Tearde, Ernest W. Badenoch, Joel Starrels, Oscar Burchett, Wm. Barrett Fitzgerald, Frederick Berry, William H. Short, Capel Tilt, James E. Skidmore, Philip G. McFadden, Horatio S. Newell, Aime F. Millet, Perry H. Kenly, William W. Adams, Albert E. Lucius, John W. Coverdale, George E. Strachan, Fred S. Holloway, Charles Varga. Albert L. Somers and Edgar C. Knapp have been suspended. Robert W. Darcy, Albert H. Stumpf, and Robert W. Harper have been reinstated. Henry S. Frazer was expelled from the exchange. Reported by Secretary James J. Fones.

Duluth—J. N. McKinley, E. J. Wenzel and Harley L. Flood have been admitted to membership on the Board of Trade. W. C. Ginther, A. B. Starkey and D. W. Frick have withdrawn their memberships on the Board. Reported by Secretary Chas. F. MacDonald.

Milwaukee—Adolph J. Kwitek has been admitted to membership in the Chamber of Commerce and the membership of E. G. Hadden, Additional No. 3706, has been transferred. Reported by Secretary H. A. Plumb.

St. Louis—Harry A. Olendorf has been admitted to membership on the Merchants Exchange on transfer of certificate of George G. Keith. The following made application for admission to membership: Embury E. Anderson on transfer of certificate of John H. Herron; L. P. Cook, on transfer of certificate of H. Linton Reber; K. R. Froedtert, on transfer of G. A. Chapman; Roy J. Railsback, on transfer of G. J. Railsback; Rolland L. Coomber, on transfer of Hugh L. Claiborne. Reported by Secretary Eugene Smith.

TERMINAL NOTES

The Boston Chamber of Commerce will occupy its new building after the latter part of September.

J. C. Whalen is now with the Stühr-Seidl Company of Minneapolis, Minn. He is well known in grain circles in Minneapolis.

A recent sale of a Chicago Board of Trade membership was at price of \$6,400 net to the buyer. Sales have been ranging at \$6,550.

The Foreign Department of the Bartlett Frazier Co., Chicago, Ill., is to be conducted hereafter under the management of W. C. Weigan.

The Norris Grain Company has leased the old Interstate Elevator at Chicago, Ill., which is owned by the Erie Railroad and will operate it.

John T. Culhane of Spencer-Kellogg Bros., Inc., Duluth, Minn., was recently admitted to membership in the Minneapolis Chamber of Commerce.

The Grain Marketing Company is to be represented in the brokerage business in Canada by Chaplin Bros. & Co., Ltd., of Toronto, and Montreal.

The Goffe & Carkener Grain Company of Kansas City, Mo., recently paid a fine of \$500 imposed by the Kansas City Board of Trade on account of having circulated computing tables showing the value of various amounts of grain at a given price. The

rules of the Board prohibit its members from soliciting consignments of grain or other business through the distribution of advertising tokens in any form.

Fenner & Beane have opened a new cotton, grain and stock exchange at Austin, Texas, at 718 Littlefield Building. Fred Pryor is in charge as manager.

The Portland Grain Company of Portland, Ore., has removed its offices from 414 Board of Trade Building to larger quarters in Room 919 of the same building.

The capital stock of Blackburn, Mills & Graham, grain brokers of Winnipeg, Man., has been increased to \$100,000. The company is now operating under a Federal charter.

A new book of rules has been issued by the Buffalo Corn Exchange which contains much information regarding the incorporation and membership of that organization.

William O. Goodrich, president of the William O. Goodrich Company, linseed crushers and refiners of Milwaukee, Wis., recently returned from a six weeks trip to Europe.

G. A. Beaulieu with offices in the Board of Trade Building, Montreal, Que., has been appointed sole representative in Montreal of the Grain Marketing Company of Chicago, Ill.

Roland Radske, formerly with Rosenbaum Bros., at Chicago, Ill., has gone with J. J. Badenoch Company, who have their grain offices in the Postal Telegraph Building.

William Geering, manager of the branch office at Algona, Iowa, of the La Budde Feed & Grain Company, of Milwaukee, Wis., was a visitor at the home office early in September.

Eisemann & Co., have succeeded K. & E. Neumond, Inc., grain and feed firm, of New Orleans, La., K. & E. Neumond having disposed of their interests to the other stockholders.

The Langenberg Grain Company of St. Louis, Mo., has registered the words "Morco El Potro" as a trademark for Yellow corn and White oats for shipment in the Latin-American trade.

C. G. Hubenthal, formerly with Stühr-Seidl Company, of Minneapolis, Minn., has engaged in the grain and feed business on his own account with offices in the Chamber of Commerce Building.

Rolland C. Coomber of the S. C. Bartlett Company, Peoria, Ill., recently applied for membership in the Merchants Exchange of St. Louis, Mo., on transfer of certificate from Hugh L. Claiborne.

The firm of Sanday & Co., Inc., has been formed at Manhattan, N. Y., to conduct a general grain business. Incorporators are George R. Roys, F. H. Hodgkinson and Benjamin M. Kaye of New York City.

A branch grain office has been opened at Hutchinson, Kan., by the Salina Produce Company, Salina, Kan. C. E. Jones, formerly with the Central Grain Company of Hutchinson, is in charge of the new office.

Admission to the State of Texas was recently granted the Grain Marketing Company with capital investment of \$200,000. Headquarters will be at Austin, with G. C. Henderson of Fort Worth, state agent.

E. Newman & Co., grain and commission merchants of Chicago, Ill., with offices in the Board of Trade Building, have just moved to new and larger quarters in Room 7 on the ground floor of the building.

Capitalized at \$5,000, the Le Margol Corporation has been incorporated in the Bronx, New York City, N. Y., to conduct a grain and cereal business. F. H. Edelman, M. V. Arlington and L. P. Eisner are interested.

The Milwaukee Chamber of Commerce on August 29 by ballot amended its rules providing for a system of uniform disposition orders to be used in all cases of grain or seeds sold on consignment or "to arrive." The purpose of the rule is to require that presentation of the duplicate of this disposition

order shall be an essential to the collection of the purchase price of the grain or seeds; the second, the reservation of title to the property in the seller until the purchase price shall have been paid.

An office has been opened in the Snell Building, Fort Dodge, Iowa, by E. L. Dwyer, who has been manager for the Beach-Wickham Grain Company for several years. He will buy grain on a strictly brokerage basis for all markets.

The firm of Spearman & Co. at Milwaukee Wis., has been taken over by E. J. Koppelkam. He has assumed all obligations of the Spearman company and will run the business under the name of E. J. Koppelkam as commission merchant.

The offices of John T. Gibbons, Inc., of New Orleans, La., have been moved from Poydras & South Peters Streets to their New Basin Elevator at Howard & Clara Streets. The old office had been in use for over 60 years and was a landmark of the neighborhood.

Fritz Straugh is Oklahoma agent for the Grain Marketing Company of Chicago which was admitted to the state recently with capital investment of \$25,000. Mr. Straugh is manager of the Choctaw Grain Company and a member of the Oklahoma City Grain Exchange.

The Grain Marketing Company of Chicago, Ill., has been admitted to membership on the Duluth Board of Trade, Duluth, Minn. The former heads of departments of the Armour Grain Company have been retained in charge of the new corporations business on that market.

The business of Creitz & Co., grain commission merchants of 403 Hubbell Building, Des Moines, Iowa, has been taken over by Jas. E. Bennett & Co., of Chicago, grain and stock brokers. F. W. Price and W. J. Creitz have been retained by the Chicago firm as manager of the Des Moines office.

J R McCabe is now connected with the Pacific Grain Company of Minneapolis, Minn. He has been floor trader for the McCabe Bros. Company at Duluth for years. The McCabe company recently took over the Pacific Elevator Company's line of elevators. The new firm is capitalized at \$200,000.

A Wisconsin charter has been granted the Grain Marketing Company of Delaware with home offices in Chicago, Ill. The office in Milwaukee is in charge of A. R. Templeton who was Milwaukee manager of the Armour Grain Company. The application states that \$25,000 of the capital is allotted for use in the Milwaukee business.

The Kansas City Board of Trade memberships of the Armour Grain Company and O. V. Haywood, Paul Trower, W. M. Neil, H. A. Merrill and N. F. Noland of the Davis-Noland-Merrill Grain Company have been transferred to represent the Grain Marketing Company. The offices of the two first named companies have been consolidated and are now located in the quarters formerly occupied by the Armour Grain Company in the Board of Trade Annex.

The Board of Governors of the Cincinnati Hay & Grain Exchange of Cincinnati, Ohio, has been abolished by recent action of the members of the Exchange and the management and control of the association has been put into the hands of an Executive Committee of five to be appointed by the Board of Directors. The Arbitration Committee was also reduced from seven to three and authority was given to have arbitrators independent of membership in the Exchange, provided they were selected by the parties at issue under the rules of the Exchange.

The Morgan Sales Agency has been organized at San Francisco, Calif., to conduct a grain business there, by T. E. Morgan and Otto Kettenbach. Mr. Morgan was for several years general manager of the grain department of the Globe Grain & Milling Company, and later with the Albers Bros. Milling Company in the same capacity. For the last three years he has been general manager of the grain department of the California Farm Bureau Exchange. Mr. Kettenbach was for 12 years connected with Max H. Houser of Portland, Ore., and later general manager of the Portland Flour Mills. For

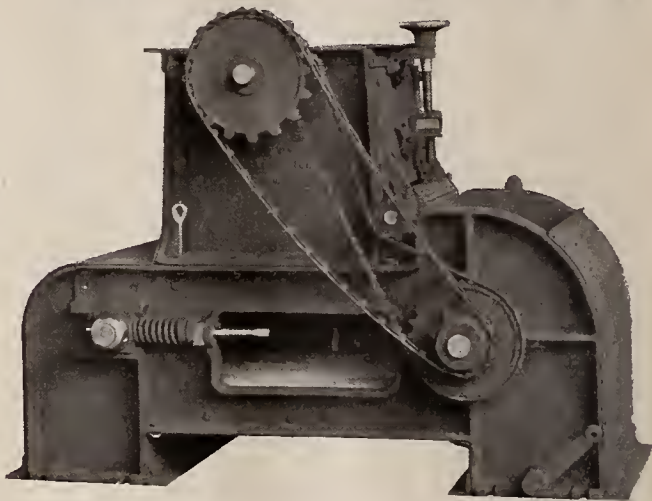
the last 18 months he has been manager of the export department of the California Farm Bureau Exchange. The company will have representatives in every county of importance in California. It will be prepared to work on a strictly commission basis, but if necessary the concern will make purchases outright. The address of the firm is 405 Sansome Street, San Francisco.

NOXON BELT TYPE FEEDER

The Ellis Drier Company, Chicago, Ill., has recently designed, in conjunction with E. I. Noxon, general superintendent, Purina Mills, St. Louis, a belt feeder which has exceptional merit. It is a recognized fact that a belt type feeder is quite ideal for handling free flowing feeds such as wheat, kafir-corn, etc., due to the regularity of the discharge, but up to the advent of the Noxon Type Belt Feeder its use was confined to free flowing material.

By the adoption of a novel mechanical feature the Noxon Belt Type Feeder will handle free flowing or non-free flowing material such as cornmeal, cottonseed meal, ground oats, etc., with perfect accuracy. The mechanism for producing these results is a corrugated or smooth roll—depending on the material being handled—which is supported by bearings on each side of the gate. This roll which is carried the full width of the gate, is located at the lip and moves up and down with the gate. The roll is driven by a small chain drive at a peripheral speed which is exactly the same as the speed of the belt which discharges the material. The slack in the roller drive is taken up by a spring tension.

The effect of this roll on the lip of the gate is



THE NOXON BELT TYPE FEEDER

most surprising. The feed discharges in a perfectly even stream of great accuracy exactly like water flowing over a dam. Weight tests showed an accuracy which has never been approached and it is estimated that these feeders will pay for themselves many times over due to the constant discharge of an accurate amount of material and furthermore will produce a perfectly balanced feed which is the ultimate aim of every feed manufacturer.

The feeders are excellently made with cast iron side plates, Alemite equipment, spring tension on belt, wiping brush, percentage spout, agitator, etc. The gate guides are milled from solid stock to insure accuracy in raising and lowering the gate. A clutch is provided on the drive sprocket so that the machine may be thrown out of gear while running. In operation the feeder is noiseless as there are no reciprocating parts, gears, dogs, pins, etc. The feeder should last a lifetime with ordinary care.

The Noxon Belt Type Feeder has found an instant demand in flour and feed mills and is manufactured in all standard sizes to meet conditions.

TRADE NOTES

The Weller Manufacturing Company, manufacturers of conveying machinery of all kinds, 1820-1856 N. Kostner Ave., Chicago, Ill., has just issued a folder on its Skip Hoists to be used for handling abrasive, hot or corrosive materials, ashes, hot copper ore, coal slag, etc. The inclined hoist is

capable of loading a 40-foot gondola car without moving the car while loading. The vertical hoist has a capacity of 15 tons per hour. It is operated by one man and can be designed for almost any capacity and lift desired. Grain elevator men who might be interested in the new hoist, particularly if they have coal handling plant in addition to their elevator, may secure full particulars by writing the Weller company.

Sprout, Waldron & Co., mill builders and manufacturers of Monarch Attrition mills and special grain elevator machinery at Muncy, Pa., have engaged H. D. McCullouth to represent them in Tennessee and Kentucky. Mr. McCullouth will have his headquarters at 2528 West Market Street, Louisville, Ky. He will be glad to get in touch with elevator men of his two states.

The Morse Chain Company of Ithaca, N. Y., mailed to grain elevator and milling firms, copies of several of their latest catalogs for ready reference. These include No. 27, giving a chain of testimonials from heads of leading industries on Morse equipment. No. 26A covers the subject, "Small Power Drives," No. 24, "Large Power Drives." There is also a booklet on "Power, Its Application from the 17th Dynasty to the Twentieth Century"; and on "Cutting Power Costs by Using Chain Drives." Each catalog is well bound, neatly printed and attractively illustrated and will prove a useful addition to the library of both grain elevator and mill literature.

The B. S. Constant Manufacturing Company of Bloomington, Ill., has placed its plant in excellent shape to take care of the expected increase in fall orders for the well known Constant specialties. These include the various types of United States Corn Shellers, United States Grain Cleaners and Grain Graders, United States Twin Shoe Receiving Separators, wagon dumps, elevator buckets,

elevator boots, chain grain conveyors and feeders, etc., etc. They make a specialty of equipping the grain elevator complete and refer to the large number of houses in central and western territory operating successfully and economically with Constant machinery.

Operators of grain elevators who contemplate conducting a feed plant this fall should write for literature on the Bowsher's "Combination" Mills manufactured by the N. P. Bowsher Company, South Bend, Ind. These mills have many points to recommend them to the elevator owner. They have large capacity and crush and grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion, reducing the material to any desired fineness for feeding purposes.

R. B. Hayward Company, contractors, engineers and manufacturers, of 1714-1736 Sheffield Avenue, Chicago, Ill., are fabricators of sheet metal and plate work for the grain elevator. They maintain a large and suitable plant at that address and are equipped to supply the grain trade promptly with leg casings, spouting hoppers, conveyor casings, galleries, miscellaneous structural steel and dust collecting systems. They invite correspondence from elevator owners who are in the market for any of the above products.

Construction of the belt gallery over No. 1 grain jetty of the Vancouver Harbour Commissioners, Vancouver, B. C., will proceed immediately, according to announcement, the contract having been let to the Northern Construction Company, Vancouver, as the lowest tenderers. This gallery, which is to be built from plans prepared by the John S. Metcalf Company, Ltd., of Chicago and Montreal, is over a jetty 945 feet long, and is equipped with four 36-inch conveyor belts, which can load eight vessels on each side of the jetty.

and Belgium out of the Ruhr receipts, will exceed the 83,300,000 gold marks which the agent general expected to collect during September.

Telegrams of instructions were sent by Mr. Young to Franco-Belgian authorities at Coblenz, directing them to deposit all moneys due from them today to the agent general's account in the respective Reichsbank branches of the places where these moneys are now held.

These sums cover receipts from customs, licenses and other sources during the first 10 days of September.

MAY REORGANIZE ST. PAUL ROAD

Common stock of the Chicago, Milwaukee & St. Paul Railway Company has fallen off again following renewed rumors of a reorganization of the company.

No step was taken by the directors at their last regular meeting toward maturing obligations totaling over \$47,000,000 next June, and it is believed in some quarters that a plan for reorganization through a general scaling down of capitalization should be the first step toward adjusting the finances of the road.

The possibility that the road may not be able to meet its fixed charges this year has further aggravated the situation.

UTILITIES COMPANIES MERGE

The Ohio Fuel Supply Company, the Union Natural Gas Corporation and the Manufacturers Light & Heat Company, producers of oil and natural gas with a combined capital stock of \$79,856,000 and assets of \$151,000,000 have been merged and will be operated under a Pennsylvania charter.

The Ohio Fuel Supply Company is a holding and operating company, having 614,051 acres of oil and gas land under lease in Ohio. The Union Gas Corporation is a holding company only and has no direct ownership of any property or equipment. The Manufacturers Light & Heat Company is a consolidation of several natural gas companies operating in western Pennsylvania.

DIVIDEND OF CHANDLER MOTOR COMPANY

The dividend of the Chandler Motor Car Company was cut in half when the directors declared a quarterly dividend of 75 cents. The company has been declaring \$1.50 since July 1, 1921.

The step was not entirely foreseen as the financial statement for June 30 showed approximately half the net profits of the previous quarter. Earnings for this year are expected to be about \$1,400,000, equal to \$5 a share, against \$7.34 earned in 1923 and \$6.09 in 1922.

The statement issued by F. C. Chandler, president, following the recent meeting, follows:

"During the first six months of 1924 the business of the Chandler company compared favorably with that of most automobile companies, and considering the general recessions in business we believe can be considered satisfactory."

STEEL ORDERS GAIN IN AUGUST

The first gain in the unfilled orders of the Steel Corporation since February is reported for August, the total increase having been 102,505 tons. Orders on books at the close of August were 3,289,577 tons, as against 3,187,072 tons at the end of July and comparing with 5,414,663 tons at the close of August, 1923.

The figures just made public afford the last and conclusive exhibit to prove that the steel industry has turned the corner. Pig iron production gained 6 per cent in August and steel ingot output was 36 per cent greater.

Buying by the railroads was the chief influence in causing the turn for the Steel Corporation. The purchases took the form of steel rails and freight cars, which need large tonnages of bars, plates and shapes, particularly steel plates. Orders on books at the close of July were the lowest for 14 years, and the change for the better was most welcome.



WILSON & CO. RECEIVERS CONFIRMED

Judge William Bondy in the United States District Court has signed an order confirming the appointment of former Judge Julius M. Mayer of the United States Circuit Court of Appeals, Robert Lee Morrell and Thomas E. Wilson, as receivers for Wilson & Co., Chicago meat packers. Judge Bondy gave them six months to determine what contracts and leases they will affirm or disapprove of.

TREASURY CERTIFICATE OFFERING OVERSUBSCRIBED

The issue of treasury certificates of indebtedness dated September 15, bearing 2¾ per cent and maturing in one year, has been over-subscribed and the books closed. Subscriptions totaling \$596,000,000 have been reported, of which \$126,000,000 represented tenders of treasury notes maturing on the date of issue. The offering was for approximately \$350,000,000.

GASOLINE PRICE CUT IN 11 STATES

Reduction of gasoline market prices in the 11 states in which it operates was announced by the Standard Oil Company of Indiana. The cut varies from two to three cents a gallon. At Chicago service stations the new price will be 16 cents a gallon.

The change is being made to meet market conditions which are largely the result of recent unfavorable weather and the weakness of refinery prices. Taking into account two earlier price reductions, slashes made by this company during the summer are now between four and five cents.

A statement of the Missouri "anti-trust" suit

was issued by the Standard Oil offices at the time of the announcement of the price cut. It follows:

"The Missouri proceeding involves only the complicated legal right of the owner of a United States patent. The attorneys for the company appear to be entirely confident of the validity of the contracts which the company has made. The only effect of these contracts upon the gasoline supply of the country has been to increase gasoline production and to increase competition between marketers."

GENERAL ASPHALT COMPANY BONDS

A new issue of General Asphalt Company \$5,000,000 6 per cent 15-year sinking fund convertible gold bonds will be dated October 1, 1924, callable October 1, 1929, and will be offered at 97½, with prior subscription right until October 6 to the stockholders. They will be callable for redemption at 105 and interest up to October 1, 1929, and at a reduced premium thereafter.

Present outstanding 8 per cent debentures, due December 1, 1930, are to be called for redemption December 1, 1924, at 105 and interest.

FURTHER REDUCTION OF GERMAN DEBT

Another payment of 200,000 gold marks has been made by Germany to Owen D. Young, agent general for reparation payments, bringing the total German payments for the month to 40,000,000 gold marks. It is not likely that Germany will be required to make additional payments this month, Mr. Young said, as sums already received from her, together with payments to be made by France

A Splendid Program for G. D. N. A. Local Committees at Cincinnati Perfect Plans for Entertaining Visitors at the Annual Convention

EVERY direct and affiliated member is being urged to attend the twenty-eighth annual convention of the Grain Dealers National Association, which will be held at the Hotel Gibson, Cincinnati, Ohio, September 22, 23 and 24. This is the one gathering of the year that brings together the grain and feed interests of all parts of the country, and constitutes the one general meeting of the whole grain trade. In his general invitation, Charles Quinn, the secretary, urges and cordially invites the attendance of every country shipper, terminal market dealer, interior receiver, broker, track buyer and feed dealer.

There will be discussion of every situation, legislative and economic, and policies will be formulated to meet the existing conditions. Each grain man owes it to his own business, as well as the general welfare of the trade, to be present and take part, if possible, in the deliberations.

A very extensive program is being prepared for this convention, and numerous speakers of national reputation have been secured to discuss the vital topics of the day which are of direct importance to grain men. These include current issues such as national legislation, transportation, grain pooling, the cry of "orderly marketing," how socialism is being advanced by the thoughtlessness of business men, and numerous others that might be mentioned.

One important thing which those who attend should bear in mind is the special arrangements that have been made regarding transportation. All the railroads in the country have given the Association reduced rates for the Cincinnati convention.

stamp it. That will take but a moment. The ticket that the railroad agent will sell you before you begin your journey will be at a rate of one and one-half fares for the round trip. The ticket carries all the privileges of a first-class ticket bought in the regular way at full fare."

One certificate is enough for the entire family, entitling each member of the family to the reduced rate.

The Publicity Committee of the Cincinnati Grain and Hay Exchange consists of Ralph H. Brown, chairman; Charles B. Hill, F. J. Currus, John H. Dorsel, William R. McQuillan and Frank Hutchin-



FRANK L. WATKINS
President Cincinnati Grain and Hay Exchange

son. They have formulated elaborate plans to take care of the visiting grain and feed men, and after carefully analyzing the arrangements have made an announcement containing the following information:

The many committees of the Cincinnati Grain and Hay Exchange are planning a busy time with many social features and pleasure trips, to entertain the delegates and their families between sessions of the twenty-eighth annual convention of the Grain Dealers National Association, at Cincinnati. The delegates to the convention will be the guests of all Cincinnati business as well as the Grain Exchange, since the Cincinnati Convention Bureau is assisting the Exchange in the plans and the budget for the social features.

A Reception Committee composed of the entire membership of the Cincinnati Grain and Hay Exchange will welcome the delegates and their friends and families immediately upon their arrival. The Hotel Committee will see to it that the reservations which have been made are filled. The next step will be the registration of all delegates with the Registration Committee. At the time of registering, the delegates and their families will be provided with suitable badges. Banquet tickets may be purchased from the registering clerks, who will also distribute to each person registered, free tickets for the various entertainment features which have been arranged for the convention by the Entertainment Committee.

Mr. Quinn says in his letter, "When you go to the ticket window in your home town simply shove the certificate in and say, 'I want a return ticket to Cincinnati for the convention of the Grain Dealers National Association.' You will have no further bother except merely to hand your ticket to the ticket agent at the Cincinnati depot when you are starting home on the return trip and have him

large department stores in the retail district of Cincinnati. Special displays and a Fall Style Show will be arranged by the merchants. It will give the ladies a wonderful opportunity to view the superb displays of merchandise presented by the Cincinnati stores for the season of the year. No attempt is made on excursions conducted by the Official Hostess to induce the visitors to make purchases. The object of the tour fits in with Cincinnati's reputation for hospitality and ladies who fail to participate in the excursion will have denied themselves a very rare treat.

The next feature of the entertainment program is the presentation, by the General Entertainment Committee, of a social evening and dance for the delegates and their ladies at the Hotel Gibson Roof Garden and Ball Room at eight o'clock Monday, September 22. W. B. Riley, chairman of the committee, and his colleague, D. W. Hopkins, vice-chairman, Thomas Quinlan, of the Cincinnati Chamber of Commerce, Albert A. Heile, Robert L. Early, and Lou McGlaughlin, are busy planning every detail for the gala night, in which every delegate and his lady are to participate.

Some form of fun has been arranged for everyone so that the individual or groups of friends will have no difficulty in finding some interest to make the evening an enjoyable one. The social evening and dance will be an opportunity for all the delegates and their ladies to meet and mingle in the delightful setting of one of the most beautiful roof gardens of the United States. The program will start promptly at eight o'clock in the evening and one of the fine dance orchestras of the city will present the musical numbers. During the intermission, entertainers will perform for the amusement of the entire assembly. Refreshments will be served during the evening. In addition, other amusements for those who do not care to indulge in the terpsichorean art have been arranged for by the



HARRY E. NIEMEYER
General Chairman and Chairman of the Executive Committee

The special rate amounts to a fare and one-half for the round trip.

In order to obtain this rate, however, it is necessary for you to present the certificate which the secretary's office is mailing out, at the window when you purchase tickets for the convention. If this certificate is not presented the reduced fare cannot be secured, so it is very important that it not be mislaid or destroyed.

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D. J. SCHUH
Executive Secretary Cincinnati Grain and Hay Exchange

Committee. No one may be a "wall flower" or fail to have a good time at this part, the committee announces. The social evening will be informal. It is to be an evening for a good time relieved of all the stiffness and conventionalities.

The ladies will be cared for by a special program during the second session of the convention, Tuesday, September 23. The Ladies' Committee, comprising in addition to A. M. Braun, Ellis Early, Max Blumenthal, and H. E. Richter, will again be engaged in entertaining the ladies, when a 12:30 luncheon at the Hotel Sinton ball room will be given. Music and entertainment will also be on this program. The committee will be assisted by the wives and the daughters of the members of the Cincinnati Grain and Hay Exchange. Follow-

ing the luncheon, the ladies will be motored to the Cincinnati Zoological Gardens, where they will have an opportunity of enjoying the environs of the largest zoo west of New York, possessing one of the finest and most complete collections of birds and animals in existence. After the visit to the gardens the ladies will be returned to the city in ample time for the annual banquet of the National Association which is being held at the Hotel Gibson at 6:30 that evening.

The speakers will be provided by the Grain Dealers National Association and the evening will be enlivened by entertainment arranged by Chairman W. B. Riley's Entertainment Committee. Following the banquet, at about 10:30, the Cincinnati Grain and Hay Exchange Entertainment Committee will stage a program as long as the delegates desire to remain in the Roof Garden Ball Room of the Gibson, and informal dancing and a musical program will be given.

The various committees of the Grain Exchange looking after the comforts and entertainment of the delegates to the convention are under the direction of General Chairman Elmer H. Heile, assisted by E. B. Terrill, Fred W. Scholl, F. B. Edmands, Geo. W. Nieman, and Geo. F. Dieterle, has arranged for all financial matters in connection with the program features supported by the Cincinnati Exchange members. The Hotel Committee which has charge of the reservations includes D. W. Hopkins,

James T. Begg, Congressman from the 13th Ohio District, Sandusky, Ohio.

Note—There will be a group meeting of feed dealers to discuss proposed changes in the feed rules. This meeting will be held immediately following the address of Congressman Begg.

Arbitration Appeals Committee—Elmer Hutchinson, chairman, Arlington, Ind.

Arbitration Committee No. 1—J. R. Murrell, Jr., chairman, Cedar Rapids, Iowa.

Arbitration Committee No. 2—F. B. Bell, chairman, Milwaukee, Wis.

Arbitration Committee No. 3—S. L. Rice, chairman, Metamora, Ohio.

Arbitration Committee No. 4—E. W. Crouch, chairman, McGregor, Texas.

Arbitration Committee No. 5—H. C. Gamage, chairman, Kansas City, Mo.

Arbitration Committee No. 6—I. C. Sanford, chairman, Portland, Ore.

WEDNESDAY, SEPTEMBER 24

Morning Session, 9:30

Address—"The Wheat Pool Movement"—Prof. J. E. Boyle, Department of Agricultural Economics and Farm Management, Cornell University, Ithaca, N. Y.

Address—"Government Ownership of Railroads"—W. A. Colston, vice-president of the Nickel Plate Railroad.

Feed Products Committee—E. C. Dreyer, chairman, St. Louis, Mo. (In presenting his report to the convention Mr. Dreyer will give the results of a group meeting of feed interests held the previous afternoon. At this group meeting changes in the feed rules governing the handling of feeding stuffs are to be proposed. If the group meeting makes any changes in the existing feed rules Mr. Dreyer will present these changes to the general convention for adoption.)

WEDNESDAY, SEPTEMBER 24

Afternoon Session, 1:30

Milling and Grain Joint Committee—Richard P. Johnson, chairman, Knoxville, Tenn.

Merchant Marine—F. A. Meyer, chairman, Baltimore, Md.

International Relations—J. J. Rammacher, chairman, Buffalo, N. Y.

WHEAT EXPORTS FOR AUGUST

The exports of wheat from the United States during the four weeks ending August 30 exceeded those for the corresponding period of last year by more than 1,000,000 bushels, or an increase of about 8 per cent, according to a statement issued by the United States Department of Agriculture analyzing the export movement of wheat from the United States during the first month of the new crop year. Approximately 15,296,000 bushels of wheat were exported from the United States during the four weeks ending August 30, 1924, as compared with 14,198,000 bushels exported during the month of August, 1923, and 33,703,199 bushels during the month of August, 1922.

The United Kingdom was first among the declared destinations with 2,700,000 bushels; 561,000 bushels were shipped to Italy, and 5,564,000 bushels to other countries in Europe. Canada is credited with 6,178,000 bushels; the bulk of this wheat, if not all, represents grain shipped through Canada in transit for export to other countries. Exports to all other countries of the world were 293,000 bushels.

Chicago was the principal port of exit. The shipments through that port during the month amounted to 5,459,000 bushels, as compared with 3,733,570 bushels during August of last year. Galveston ranked second, with exports amounting to



D. W. HOPKINS
Chairman of the Hotel Committee



A. N. BRAUN
Chairman of the Ladies' Entertainment Committee



ELMER HEILE
Chairman of the Finance Committee



WILLIAM B. RILEY
Chairman of the Entertainment Committee



RALPH H. BROWN
Chairman of the Publicity Committee

Chairman, Lyle Lord, W. G. Stueve, Trimble McCullough, B. H. Wess and Elmer F. Voss.

The Registration Committee is composed of Charles G. Hagerty, Chairman, C. S. Custer and W. A. Daniel.

The program for the convention is as follows:

MONDAY, SEPTEMBER 22

Morning Session, 9:30

Call to order by the President.

Invocation.

Address of welcome on behalf of the City of Cincinnati—Mayor George P. Carrel.

Address of welcome on behalf of the Cincinnati Grain and Hay Exchange—D. J. Schuh, executive secretary.

Response on behalf of the Grain Trade—Douglas W. King, San Antonio, Texas.

President's Annual Address—F. E. Watkins, Cleveland, Ohio.

Report of the Secretary-Treasurer—Charles Quinn, Toledo, Ohio.

MONDAY, SEPTEMBER 22

Afternoon Session, 1:30

Presentation of Booster Prizes.

Address—"The Modern Crook, a Menace to the Grain Dealer"—Frederick N. Withey, vice-president of the National Surety Company, N. Y.

Legislation—A. E. Reynolds, chairman, Crawfordsville, Ind.

Trade Rules—C. D. Sturtevant, chairman, Omaha, Neb.

Crop Reports—G. E. Blewett, chairman, Fort Worth, Texas.

Membership—Leo Potishman, chairman, Fort Worth, Texas.

TUESDAY, SEPTEMBER 23

Morning Session, 9:30 O'Clock

Address—"Reforming the Reformers"—Hon. Roland W. Baggett, Judge of the Court of Domestic Relations, Dayton, Ohio.

Address—"How Socialism is Encouraged by Thoughtless Business Men"—Henry S. Ives, Chicago, Ill.

Committee on Rejected Applications—F. G. Horner, chairman, Lawrenceville, Ill.

Transportation—Henry L. Goemann, chairman, Mansfield, Ohio.

Telephone and Telegraph Service—Henry L. Goemann, chairman, Mansfield, Ohio.

Uniform Grades—Bert Dow, chairman, Davenport, Iowa.

TUESDAY, SEPTEMBER 23

Afternoon Session, 1:30

Address—"Legislation by Bloc Minorities"—Hon.

Feed Arbitration Committee—J. H. Caldwell, chairman, St. Louis, Mo.

Hay and Grain Joint Committee—George S. Bridge, chairman, Chicago, Ill.

Unfinished Business.

Election and Installation of Officers.

New Business.

Adjournment.

ENTERTAINMENT

For the Ladies

Monday Afternoon, September 22, at 2 o'clock—Shopping tour through the large department stores in the retail district. The tour will be in charge of A. M. Braun, chairman of the Ladies' Entertainment Committee, and under the direction of Miss A. Pace, of the Cincinnati Chamber of Commerce. Miss Pace is known as "Cincinnati's Official Hostess." Special displays and a Fall Style Show will be arranged by the merchants. No attempt will be made to induce visitors to make purchases.

Tuesday, September 23, at 12:30 p. m.—Luncheon at the Hotel Sinton Ball Room. There will be music and other entertainment at this luncheon. The Ladies' Entertainment Committee will be assisted by the wives and daughters of the members of the Cincinnati Grain & Hay Exchange. Following the luncheon the ladies will be motored to the Cincinnati Zoological Gardens where they will have an opportunity to enjoy the environs of the largest zoo west of New York and possessing one of the finest and most complete collections of birds and animals in existence.

For Ladies and Gentlemen

Monday evening, September 22, at eight o'clock—Social evening and dance for the delegates and their ladies at the Hotel Gibson Roof Garden. For those who do not dance other entertainment will be provided. One of the finest dance orchestras in the country will supply the music. The social evening will be informal and will present an opportunity for all the delegates and their ladies to meet and mingle in the delightful setting of one of the most beautiful roof gardens in the United States.

Tuesday evening, September 23, at 6:30 o'clock—Banquet at the Hotel Gibson. Toastmaster, Chas. D. Jones, former president of the Association, Nashville, Tenn. The speaker of the evening will be Dr. Gus W. Dyer, professor of Social Science, Vanderbilt University, Nashville, Tenn. Following the banquet there will be an entertainment in the roof garden ball room for those who wish to remain. Informal dancing and a musical program will be given.

THE Government in Argentina has released the second official estimate of the corn crop for 1923-24, giving the total at 270,000,000 bushels or an increase of about 6,700,000 bushels over the estimate last April.

4,080,000 bushels, compared with 3,770,000 bushels the same month in 1923. Other ports in the order of volume of shipments were New Orleans, with 1,220,000 bushels; Duluth, 1,136,000 bushels; Portland, Ore., 877,000 bushels; and Milwaukee, 719,000 bushels. Exports through the port of New York amounted to 375,000 bushels and from Philadelphia, 598,000 bushels. Shipments from Baltimore amounted to 485,000 bushels show the greatest drop in comparison with the corresponding month of last year, when the exports from that port amounted to 1,047,763 bushels.

Although the total movement of wheat by the Great Lakes and Montreal route increased slightly over that of the corresponding month of last year, shipments that way showed a marked falling off during the last two weeks of August owing to congestion at Montreal. According to reports from that city the elevators were not only full but 52 vessels were in the harbor waiting to be unloaded and practically no orders being received except for American grain. Congestion at Montreal was followed by an increase in the lake rates from Chicago, Duluth, and Port Arthur to Montreal from 6 to 9 cents a bushel. For the first half of September owners are asking 10 cents.

STANDARDS FOR GRAIN SORGHUMS

An order promulgating official grain standards of the United States for grain sorghums, to become effective December 1, 1924, was issued on August 26 by the Secretary of Agriculture.

The Department of Agriculture issued in 1922 a circular containing grades for grain sorghums which were recommended for use by the grain trade and inspection departments, but were not

made official under the Grain Standards Act. Since that time these recommended standards have been adopted by state grain inspection departments as well as by commercial inspection departments and have worked out satisfactorily. Repeated requests have been received by the Department that the standards be made official in order that interested

parties may have the benefit of supervision and appeal under the Act.

In making the standards official no change was made in the grades or requirements as set forth in the recommended grades for the reason that they have been in satisfactory commercial operation for the past two years.

The Future of the Grain Exchange

A Discussion of the Agencies Which Are at Work to Undermine the Exchanges and Their Effective Part in the Marketing of Grain

By FRANK L. CAREY

President, Chicago Board of Trade

SWIFT tides of commerce challenge the best minds, the best efforts, of a nation. In this country of phenomenal growth, the rapid agricultural and industrial expansion has been a drain on the power and ingenuity of man.

All major industries are constantly remolding policies to meet new conditions. In recent years some changes have been almost revolutionary. But in most cases transitions have been gradual, easy

dent of the Chamber of Commerce of the United States, and war time president of the United States Grain Corporation, speaking of the marketing machinery before a Congressional committee said: "It is the greatest economy in the world, and if we could extend it to other commodities we would be conferring a blessing upon the business and the consumer." Dr. James E. Boyle, professor of rural economy, Cornell University, and long a recognized

informed leaders sometimes prevail over better judgment. So it has been in the battle for legislation against the grain exchange. Hundreds of proposed laws, many of them so uneconomic as to be childish, have been sponsored in recent years. Before the present major law, the Grain Futures Act, finally became effective, it contained sections bordering on the grotesque, provisions which would have strangled the exchanges almost overnight.

Fortunately these provisions were omitted. From the day the law became active, as Government officials will attest, the grain exchange has conscientiously and sincerely striven to comply with it in the minutest detail. Co-operation with the Department of Agriculture in enforcing the law has been free, frank and wholesome, and despite the hindrance which the Act has proved to be, the exchange has won praise for its unstinted efforts to make it a success.

Legislation has placed two heavy burdens upon the exchange which, it is hoped, may be modified at the coming session of Congress. A provision of the Grain Futures Act compels the making of daily reports. These daily reports are a distinct disadvantage to the market wholly aside from the amount of extra work and clerical expense involved. The effect of this provision is to discourage support of the market. Many former market supporters, whose investments helped to maintain a broad, liquid market at all times, and particularly during the heavy crop movement season, have maintained that the provision is unnecessary and utterly unfair. It is contended that these daily reports, involving the making public of names of traders, have the effect of revealing the most intimate trade secrets, something that is guarded against in other industries. It has been established beyond doubt that the daily reports have driven out a great deal of support normally received by the market and that the market could better serve its purpose if the reports were discontinued.

Elimination of privilege trading is the other loss sustained by the grain market. Under an existing law a prohibitive tax is placed upon such transactions. In this case the effect has been simply to transfer a huge business from this country to Winnipeg. Those seeking that form of insurance known as privileges now make their transactions in the Winnipeg market, and the business amounts to millions upon millions of bushels. Trading in privileges is likewise carried on at Liverpool.

Privilege trading has been justified by commerce generally and its advantages are recognized by the Government. Speaking of the usefulness of such trading, Dr. J. W. T. Duval, Government supervisor of the Chicago Board of Trade, points out that privileges, or puts and calls, are simply buyers' options.

"The seller and the buyer of puts and calls," he says, "have been likened to the insurer and the insured. In some aspects they bear a similar relationship. Likewise, taken as a group, the sellers of privileges make a larger profit than the buyers, just as sellers of insurance make more money than is paid in losses to policy holders."

Dr. Duval points out that this form of insurance is used by the exporter who may buy "calls" as a temporary protection while waiting for acceptance from abroad, elevator and milling interests, the speculative trade, and commission houses carrying lines of grain for outside customers.

As a concession to those sponsoring grain legislation, the exchange voluntarily eliminated privilege trading before the law became effective, with a view to testing the value of this phase of marketing. It has been clearly demonstrated that such insurance serves a worthy purpose and should be reinstated at the earliest possible time. All those familiar with the marketing machinery are agreed upon the value of privileges.

Time and again it has been stated by other industries that the grain industry as a whole has invited trouble by permitting half-truths and misrepresentation by ambitious politicians and organizers to go unchallenged. It has been pointed out that while most other industries are organized to meet such attacks, the grain industry has been



BUILDING OF THE CHICAGO BOARD OF TRADE

and natural, with no disturbance of the fundamental laws of economics. As a result it has been possible for the country to continue its expansion safely and soundly with no halt in the smooth turning of commercial machinery.

A reference to the records will disclose that no other American industry has had greater problems to meet than the grain exchange. Nor has any other industry been more alert in adjusting its machinery to face new and ever-changing conditions. Year after year the exchange has voluntarily revised policies, rules and by-laws to further expedite and simplify the marketing of grain. Finally the exchange won the honor of being the most economical distributor of staple foodstuffs in the world, this credit being accorded by all leading economists. Such honor it holds today.

In this connection, Mr. Herbert Hoover, who as war time Food Administrator carried out the remarkable task of spreading our wheat crop evenly over this and the allied countries, and who has devoted years to the study of crop distribution, appearing before a committee of Congress declared: "The Chicago Board of Trade is the most economical agency in the world for the distribution of foodstuffs." Mr. Julius H. Barnes, former presi-

authority on marketing, says: "Grain is now handled on the lowest margin of any farm commodity in America."

But economists do not control politics, nor the thoughts of the voters, nor the enactment of new laws. A subject as broad as grain marketing may easily be misinterpreted, misrepresented and used as a political vehicle during periods of agrarian unrest. And this use, or misuse, has become common in recent years. It has become so common in fact, that it has well nigh lost its effectiveness. Even the most unenlightened farmer now is skeptical of the agitator's stereotyped outcry against the grain exchange.

Today the grain exchange, which, incidentally, has been given the official stamp of approval by the Government, functions under governmental supervision. The necessity of the exchange, its importance in the marketing of the farmer's grain, and its high place in the world of commerce are officially recognized. Under existing laws the slightest trade infraction comes at once to the attention of the Government. In no other industry are producer, distributor and consumer afforded greater protection.

Fever of politics and the stress and clamor of un-

willing to trust to the fairness and knowledge of law-making bodies. It has been prone to assume that the American sense of square dealing would be adequate protection against unjust, palpably unfair and uneconomic flights into experimentation.

More and more it becomes obvious that a certain clique of agrarian politicians, who like to assume leadership and speak of all agriculture as endorsing their views, have shattered the fine principles of fairness. Any ground gained is fair ground to them, if it aids their own political aims.

For this very reason it becomes apparent that in its struggle for survival against an avalanche of queer laws, with their socialistic and paternalistic quirks, the various branches of the grain industry will be compelled to shake off indifference and lethargy and consolidate in a unit to meet the barrage of the army who are fattening on the real or imaginary ills of the farmer. Just how such concerted action will be brought about is undetermined, but it is inevitable if the grain industry is to be given future security from costly, though Quixotic, legislative crusades.

Sure-fire methods of tricking the grain farmer have been developed in recent years. The chief one is to attack the marketing system and then advance some co-operative cure-all. Judging from the gigantic sums collected by some so-called co-operative groups, the system works like magic.

On the rocks of financial ruin may be found the wreckage of innumerable co-operative ventures. The first move is to draw up a plan, fascinating, attractive and, on the surface, logical. It pictures graphically to the farmer how much money he is losing in marketing his grain under the present system. Then it proposes that he become a member of and contribute to the particular co-operative exploit then being sold. Golden promises are voiced. High salaried stock salesmen are engaged, high salaried officers, experts, statisticians, clerks, and office space in skyscrapers. The public press is attracted by the fine-sounding promises, threats, claims. The farmer contributes. Things go along for a time—sometimes for quite a period—then comes the failure. Meantime the officers have prospered and the farmer has paid the bill. We all know the history of one great co-operative grain marketing association which had the backing of the largest farmer organization in the country and which went on the rocks after having collected hundreds of thousands of dollars of the farmers' money and after having failed to market a single bushel of grain. An utter fiasco—a blotch on the page of farm history.

The point here is clear. Grain farmers have been misled. They have been taken advantage of. They have been made to believe that their problems are the same as those of the tobacco grower and the fruit grower and the dairy farmer. Nothing could be further from fact. Nothing could be more deliberately unfair to the grain farmer than to tell him that his marketing system is no better than that with which the fruit grower or the tobacco grower struggled. It is likening day and night.

Many co-operative leaders have been distinctly unfair. They have been evasive. They have not met the issue squarely. They have failed to explain that vague, mythical term "co-operation" used so freely and so glibly in connection with grain marketing.

To market the farmer's grain as economically as it is now marketed, would they not be compelled to set up a vast, extensive marketing system similar to, and along side of, the present system? Would they not have to engage just as many men to do the work? Can they reduce the cost to a point below that which now exists and which is lower than obtains in the marketing of any other staple foodstuff? Will not the crops of other surplus wheat producing countries retain the same importance as they do now? How will this mysterious co-operative system differ from the machinery that now functions? What is the magical, hidden method? Will highly paid officers be more valuable than private initiative, that wonderful spirit that has built the country?

Why is it not possible for the sponsors of co-

operative nostrums to cease generalizing and openly, fairly and honestly state specific facts? If the grain business as now carried on were as profitable—or half as profitable—as these leaders indicate, everybody would at once turn to the grain business. Such is not the case. If there is a means by which the agrarian leaders can obtain huge profits for the grain farmers—profits not now possible—then they should make their knowledge public. And if they have such a means, every grain man in the country will aid them in establishing the new system and then voluntarily withdraw from business.

There has been far too much generalizing on the subject of co-operative grain marketing. It is distinctly unfair—unfair to the farmer, unfair to the grain industry and misleading and unfair to the public generally. The indisputable fact is that today grain is marketed at the minimum spread between producer and consumer. All the co-operative organizations in the world could not reduce this marketing cost after maintaining their terrific overhead. And when the farmer awakens and insists upon facts instead of vague, indefinite, fanciful promises, when he realizes that today the grain exchanges, under their own rules and under existing laws, are open to the farmer and his co-operative organizations, and that farmer groups may become members and take advantage of all the facilities, all the economies and all the profits of this machinery built up by the best minds of the American people in the last century—when the farmer realizes these things, a great light will dawn upon him. And he will wonder about many events of recent years.

The grain exchange is here to stay. It has no mysteries. It is a guarantee of economic marketing. It assures the farmer a ready market for his grain, based not on promises, but on the law of supply and demand. The grain exchange, if not destroyed by some freak of legislation, will remain, because it serves a high purpose and because nothing has yet been advanced that can take its place. It will stay because the farmer wants it. He has done some costly experimenting. Now he is watching the scales. On one side he sees promises, flights in fancy, politics, rivalry and financial risks. On the other side he sees sound business.

EXPORTS OF PRINCIPAL GRAINS

During the seven months January to July, 1924, about 20 million bushels of coarse grains were exported or 45 per cent of the quantity shipped during the same period of 1923; the relative amount of breadgrains (including flour) exported during these seven months of 1924 and 1923 was 65 million and 110 billion bushels respectively, that is, 59 per cent as much in 1924 as in 1923.

Once more flour was the only one of these commodities whose exports this year exceeded those of last year. Barley came next, with a volume of exports 90 per cent as great as that of 1923, then wheat with 52 per cent as much. The amount of oats exported during the past seven months was only one-eleventh as much as for the same period of 1923, that of corn 41 per cent, rye 39 per cent and rice only 36 per cent.

The exports of barley during the month of July this year were greater than for the corresponding month last year. In the case of every other cereal and even of flour the exports showed a falling off when compared to July, 1923. The most serious decrease was that of rice, only 3 per cent as much rice having been shipped during July, 1924, as during the same month last year.

The export price per unit of the coarse cereals and rice averaged greater during the seven months of 1924 than in 1923. The export price of flour and the bread cereals, however, averaged less. The greatest relative increase in export price was in the case of oats, in 1923 the price per bushel was 53.5 cents, in 1924 it averaged 68.8 cents; barley increased from 81 cents in 1923 to 91.8 cents in 1924; corn from 83.6 cents to 92.7 cents. On the other hand, the bread cereals suffered the following decline in price per unit: Rye from 94.2 cents to

83 cents; wheat from \$1.25 to \$1.11 per bushel and flour from \$5.72 to \$5.09 per barrel.

The July, 1924, prices per unit are all higher (except oats) than those of the average for the seven months, January to July. The price per unit of all the grains was greater during July, 1924, than for the corresponding months of 1923, the export price per barrel of flour, however, was less.

The value of the exports of all the grains and preparations of grains during the seven months of this year amounts to \$112,540,491 or nearly \$75,000,000 less than for the same period last year.

During the first six months this year Canadian grain cleared through United States ports to the amount of 3,902,658 bushels of rye and 59,870,930 bushels of wheat.

WORLD WHEAT PROSPECTS

Wheat production forecasts received by the United States Government up to August 27 from 21 countries give an aggregate production of 2,171,000,000 bushels compared with 2,449,000,000 bushels produced by the same countries last year. These countries produced 80 per cent of the crop of the Northern Hemisphere in 1923 exclusive of Russia and China. Of the 21 countries reported, increases are shown only in the United States, Bulgaria, Yugoslavia, Morocco and Chosen.

The wheat forecast for Yugoslavia is 68,343,000 bushels compared with 61,069,000 bushels last year; rye 6,456,000 bushels compared with 5,906,000 bushels last year; barley 15,294,000 bushels compared with 14,065,000 bushels, and oats 19,428,000 bushels compared with 21,477,000 bushels.

SUPPLY AND PRICE OF WHEAT

Professor M. Michell, head of the political economy department of McMaster University, is quoted by the *Fort Williams Times-Journal*, as having recently discussed in *Industrial Canada* the operation of what is known as "Gregory King's Law" regarding the price of wheat in relation to supply.

About 250 years ago, in the reign of Charles II., an old Englishman named Gregory King, who had a statistical or inquiring sort of mind, set out to formulate a law or rule with regard to the relation of the abundance of the harvest to the price of wheat. He noticed what everybody had noticed since the days when Joseph engineered the first and most successful corner in wheat on record in Egypt, that when there was a small harvest the price went up, and when there was an abundance of wheat the price went down. From this he formulated what has been known ever since as "Gregory King's law," which states that:

A deficiency in the crop	
of 1 tenth raises the price	.3 tenths
of 2 tenths raises the price	.8 tenths
of 3 tenths raises the price	1.6 tenths
of 4 tenths raises the price	2.8 tenths
of 5 tenths raises the price	4.5 tenths

The difficulty in applying this law is caused by the impossibility of defining what exactly is an average price. There are so many things to take into consideration, one of course being the "carry-over" of grain from one crop year to the next. Another thing we must always take into consideration is the question of good or bad times, of the ability of people to buy breadstuffs at certain periods; or to put it in another form, we must take the "business cycle" into consideration.

Prof. Michell takes a table for the past 30 years showing the world production of wheat and the annual average price in Chicago and shows that the record does not exactly correspond with the Gregory King law. From 1894 to 1898 the production of wheat rose by half a billion bushels, but the price per bushel rose 33 cents. Next year, 1899, there was a shortage of 200 million bushels, yet the price fell 20 cents a bushel. Look at the year 1908 and 1909. Production increased 400 million bushels. The price also increased 24 cents a bushel. And so we can go on studying this somewhat mystifying record and finding all sorts of queer things in it.

NEWS LETTERS

BUFFALO

ELMER M. HILL

CORRESPONDENT

DETERMINED not to deviate from their demands for higher rates, Great Lakes vessel owners scored heavily during the opening week of September, rates for both prompt and future loading grain cargoes ascending to the highest level they have attained for several months. Confronted with the possibility of a blockade unless they boosted the figure, shippers marked up the rate to meet the demands of owners of lake grain carriers. Despite the higher rates offered, the amount of tonnage on the market was limited and vessel owners will not charter for the last trip without a dispatch guarantee. Most of the owners refuse to charter for later than the middle of September without a guarantee against delay at Buffalo.

Some charters were made early in September to load at South Chicago for Buffalo at 1½ cents and the same rate is being paid from Duluth to Buffalo. Rates from Duluth to Georgian Bay are close to 1½ cents but as high as 2 cents are being paid for medium sized boats. The rate for the last trip and storage at Buffalo or other Lake Erie ports also has been marked up since early this month. Some grain will be taken to load in the last 10 days of November to hold at Buffalo for 4½ cents, which is an advance of one cent over the rate quoted some weeks ago. There has been some inquiry for the first half of November at 4 and 4½ cents but no charters were reported. Rates for the last 10 days of September are now up to 2½ cents from the Head of the Lakes to Buffalo and 2 cents to Georgian Bay.

Grain elevators at Port Colborne, at the Lake Erie end of the Welland Ship Canal, are congested and early this month several boats had been waiting for 10 days for elevator space. A shortage of Welland Canal tonnage, due to a jam at the Montreal elevators, is given as the cause for the congestion at Port Colborne. Receipts of grain have been very heavy at Buffalo, but dispatch is good and boats will not be subjected to much delay until receipts become heavier. The elevators at Buffalo still have considerable storage room left and boats are being worked out about as fast as they arrive.

Reports received by large grain operators and elevator owners at Buffalo indicate a substantial reduction was made in stocks at the Canadian Head of the Lakes during the first week of September. The boats loaded 3,348,277 bushels and receipts aggregated only 648,197 bushels. Despite the small receipts in August, stocks are greater than they were at this time last year. On the first day of September elevators at Fort William and Port Arthur were holding 14,425,751 bushels while on the same day a year ago they were holding only 3,359,322 bushels. The rail movement has been very light. New grain started to arrive at the Canadian Head of the Lakes early in September and receipts at Fort William and Port Arthur will be much heavier during the rest of the month.

William G. Losson has been appointed treasurer of the H-O Cereal Company, Inc., of Buffalo. For some time past he has been assistant to the treasurer. John F. Arnold of the accounting department, is assistant to Mr. Losson. Announcement also is made by the company of the appointment of F. C. Crane to the advertising staff of the H-O Cereal Mills.

J. E. Crealey, secretary and manager of the Homestead Milling Company plant at Niagara Falls, is under arrest on a charge of grand larceny. He has been released under \$3,000 bail for trial later this month. It is alleged Crealey did not account for sugar stored in the plant by a Buffalo chain store company amounting to approximately \$1,000.

The Eastern Steamship Company, Ltd., of Buffalo, operated in connection with the Eastern Grain, Mill & Elevator Corporation, has purchased six more steel steamers in England and Scotland for the Buffalo-Montreal grain carrying route opened by the company. With these additional grain carriers, the company will have a fleet of 16 steel vessels of Welland Canal size. The new boats will be ready for delivery next April. The company's grain fleet will have a total carrying

capacity of 1,600,000 bushels. The Eastern Steamship Company, Ltd., will operate one of the largest grain carrying lines on the lakes with the receipt of its six new steamships.

Employees of the Electric Grain Elevator held their annual outing at Millgrove. In addition to a long program of athletic events, there was a baseball game which was won by the "Instores."

The Chamber of Commerce of Tonawanda, the western terminal of the New York State Barge Canal on Niagara River, has appointed a special committee to confer with the state authorities at Albany in reference to the advisability of constructing a state-owned grain elevator in Tonawanda. The grain shippers of Buffalo and Tonawanda are behind the movement, saying an appropriation for large state grain elevator at the western terminal of the barge canal would aid in the movement of grain via the all water route to tidewater markets.

KANSAS CITY

B. S. BROWN - - - CORRESPONDENT

CONSIDERABLE decrease in wheat receipts was noted in the Kansas City market during the first week in September, the incoming shipments being one-half or less of the general run during the last week in August. The record breaking receipts which arrived here during July and the first part of August were sustained, however, throughout the latter month. The cash prices which prevailed in August warranted this continuance of heavy receipts.

Prices now are somewhat lower than those at the end of August and the decrease in receipts is corresponding. Although the wheat market presented a remarkably high average during August, the separate weeks presented some surprising changes during the month. The wheat market rose sharply the last week of August, although the increasing supplies in commercial channels and the nearness of the Spring wheat movement kept advances smaller than in other grains. This rise followed a noticeable break which had occurred the previous week, which, in turn, had altered the course of the market from the former climbing prices.

The movement of Spring wheat is getting under way somewhat more slowly than was anticipated. The fact that rains have delayed threshing in various sections of the wheat territory is held responsible for the slowness which has marked the receipts thus far. The beginning of September, however, saw a steady increase in Spring wheat receipts, and the market is expected to open up on a broad scale before long.

The visible supply statement issued the last week in August showed an increase of about 3,000,000 bushels over the same time last year, and an increase in the total of 13,000,000 over the total last year. Of this increase more than a third has been at Kansas City, where the totals amounted to a new high record, more than 17,000,000 bushels.

The buying of flour is improving somewhat, although buyers still seem somewhat reluctant to take hold. Throughout the season they have held back against the advanced prices, and buying has never been liberal. They are buying what is needed to replenish their stocks but very little more at present.

Most of the wheat received here has gone into the public elevators rather than into the hands of the millers. The carrying charges which prevail are very good and speculation is brisk. Consequently, the elevators are rapidly being filled. The public elevators have a capacity of 20,000,000 bushels, and more than 17,000,000 bushels are now stored in them. It is expected that these elevators will be practically filled until December.

Local brokers have been much puzzled over the situation of the Canadian wheat crop. The conflicting figures which have been issued give them little opportunity to establish a firm basis for calculation. The revised estimate of 390,000,000 bushels, which was made late in August, contrasts sharply with the 280,-

000,000 bushels estimated early in August. The early September report is being anxiously awaited, in order that some stable figures may be used to draw on. It is generally believed that the Canadian prospects have improved since the first estimate was made, but considerable doubt is expressed as to whether it can possibly have amounted to 100,000,000 bushels. The selling of futures depends to a large extent on the true figures regarding the crop.

The fact that most of the farmers have used their harvest money to liquidate their indebtedness with the banks had caused money to be easier in the Southwest than it has been for years. The banks are on a sounder financial basis and are in a position to advance loans more readily than they have been.

This condition is held responsible for the fact that speculation of a legitimate nature has been quite strong this summer. Another factor conducive to speculation is the lowness of the carrying charges in the public elevators until the next contract month.

Corn is in a very strong position here at present. The expected shortage of the crops in Iowa and Illinois will provide an extremely good market for the excellent crops from Kansas and Nebraska. In these states the yield is very good, both in quantity and quality. The combination of circumstances will enable the farmers to market their large crops of fine corn at high prices.

The hot weather in August enabled the corn to make good progress, although from a few sections reports came in of some firing. The beneficial effects of the heat are generally conceded to far outweigh any such damages which may have occurred. Reports from the northern edge of the wheat belt signify that the possibilities of a matured corn crop there before frost are very small, as the crop is still about two weeks late.

The influence of the Dawes plan has already been felt in the Kansas City market to some extent. The stabilization of currency and improvement of business conditions in all lines will probably have a marked although gradual effect on the market during the coming year. The loans made to crippled countries will enable them to rehabilitate business and their demand for raw products will undoubtedly help to maintain prices.

The export business on wheat is reported to be a shade better, although it is still not down to a good free movement basis. The prices have been markedly influenced by the reported shortages in the Canadian crop and the varying estimates which have been made of them.

Although the receipts of wheat during the first week in September were considerably lower than in August, they still remained above those of last year. On September 3, for instance, 185 cars arrived, as compared to 451 a week ago, but only 148 a year ago. On the same day seven cars of flour were received, while nine arrived the week before and only two cents on September 3, 1923.

Recent visitors at the Board of Trade included three Brazilian gentlemen who have been visiting in Kansas City and making inspection tours of the various lines of industry represented here. They were Senor D. Jesmolo Learel, Senor Arthur Dassyey, and Senor Suple Lagneurs, all of Sao Paulo, Brazil.

J. D. Long of Marshalltown, Iowa, who was in Kansas City recently, announced that he believed if the frost held off until the middle of September the majority of the corn crop in that section would be saved. At the best, however, he said he expected only 75 per cent of it to mature.

The Davis-Noland-Morrill Grain Company of Kansas City, which formerly operated here, has been taken over by the Grain Marketing Company of Chicago, organized under the Co-operative Marketing Act of Illinois, for the business of buying, storing, and selling grains.

The Ismert-Hincke Milling Company entertained its customers and friends August 28 with its annual picnic. Free tickets were distributed to one of the local amusement parks, and a baking contest was one of the features of the picnic.

The railroads seem to be handling the heavy shipments of grain in good shape, and the in and out

movement is going smoothly. This situation is extremely fortunate in view of the size of the shipments and the fact that the elevators are rapidly being filled in quantities which approach their capacity.

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The demand for corn seems sufficient to take care of the offerings. Prices are somewhat easier and are well received, although corn millers are not very active buyers at present, reporting a quiet meal trade.

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The demand for feed in the Kansas City market is limited, although the offerings are quite liberal. During the last week in August bran dropped from \$1.25 to \$1.15. Interior mills have considerable quantities of feed sold at prices higher than the present basis, but are experiencing difficulty in getting prompt shipping directions of these bookings. Business at the close of August consisted chiefly of transactions in connection with distress stuff that was on the market, according to local brokers.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

CHANGES on the Board of Trade here during the last month included the transfer of the membership of A. B. Starkey to E. J. Wensel of the Consolidated Elevator Company, the transfer of the membership of F. E. Pierce to L. J. Teske, who has taken a position as pit man with the Bartlett Frazier Co., and the appointment of J. N. McKindley, an old operator on this market, as sales agent here of the North Dakota Wheat Growers Association. A. A. Jewett who had been in charge of the North Dakota Wheat Growers' business at Duluth for some time, has been transferred to Minneapolis as its sale manager on that market. His son, C. C. Jewett, is associated with him there.

* * *

The Grain Marketing Company has been admitted to membership on this market. The coming into being of the new organization did not involve any changes in the personnel of officials here. Charles Burdeau, formerly agent of the Armour Grain Company, is in charge of the wire business here of the new concern. He looks forward to doing a heavy trade during the fall months in view of the assurance that a large proportion of farmers holdings over North Dakota and western Minnesota will be rushed to the elevators for lake shipment to the East before the close of navigation, thus involving proportionately heavy hedging operations.

* * *

A certificate of incorporation has been issued to the Pacific Grain Company with an authorized capital of \$200,000. The company is authorized to buy and sell grain and to acquire and operate grain elevators. Its Board of Directors is composed of J. R. McCabe, Ben C. McCabe, Oscar Anderson, W. J. McCabe, Sr., and W. J. McCabe, Jr. The concern is an offshoot of McCabe Bros. & Co., operating at Duluth and Winnipeg. It will handle a branch of that firm's operations.

Members of the Duluth Board of Trade marked the occasion of the recent marriages of Cecil Blair, secretary of the Globe Elevator Company, and of Kilmer S. Bagley, buyer with A. D. Thomson & Co., by calling them into the pit and presenting each with a prospectively useful gift. Wilbur, manager of the VanDusen-Harrington Company, acted as master of ceremonies.

* * *

John D. Shanahan, of the Niagara Milling Company, Buffalo, was a recent visitor on the Duluth market, the object of his visit being to look the Spring wheat and Durum situation over and to contract for supplies if he thought advisable. He announced before leaving that he had not entered into any supplies contracts for the reason that he considered the Spring wheat market to be in a state of flux regarding prices and premiums. He asserted that eastern bakers are not inclined to pay fancy prices for flour made from Spring wheat, while the products made from Hard Winter wheats is cheaper and would answer their purposes just as well. As Mr. Shanahan viewed it the Spring wheat market is likely to undergo a leveling up process within the next three weeks and after that Buffalo millers would, he thought, be ready to enter into contracts for substantial lots of Spring wheat for delivery before the close of navigation.

* * *

Julius H. Barnes of the Barnes-Ames Company, and also holding a controlling interest in a number of other prominent grain marketing organizations, took a run up this way from New York recently and spent a week on the Duluth market. He expressed the view that the stage has been set for one of the best grain handling seasons the trade has had in several years. The export trade will, in his opinion, be given a great impetus through the Dawes German reparations plan becoming operative. As bearing out that conclusion, he pointed out that so far exporters had put through the largest volume of trade in that department of any season since the close of the World War. He looked for export

operations in grain to gain impetus as credits to Germany, France and other European food importing countries are established. He mentioned that Germany and the Scandinavian countries might be expected to be heavy buyers of rye and that Italy would be in the market for large tonnages of macaroni flour and Durum wheat. All industrial and commercial lines of trade will benefit in proportion to the return of Europe to normalcy. Mr. Barnes said.

* * *

J. F. Ingersoll, chairman of the Minnesota Board of Grain Appeals, has returned from a trip over the Red River Valley, a distinct optimist regarding the agricultural outlook through that territory. He found that farmers are rushing the threshing of wheat and other grains with a view to marketing it as rapidly as possible. He found Durum wheat to be threshing from 61 to 63 bushels an acre and that the sample of it and other grains is grading the highest in several years. Congestion in handling is likely to come about comparatively early this fall, in the opinion of Mr. Ingersoll. Grain is moving in rapidly to country elevators and operators fear that they will be plugged up within a few weeks unless the railroads are able to set new high records in spotting cars at principal loading points.

* * *

Russel W. Gray, deputy chief grain inspector at Duluth, and his staff have been working at high pressure since Labor Day. On Saturday and Sunday, September 6 and 7, the inspection department here graded 1,922 cars of grain so that commission men found every thing all set for them when trading began on Monday morning. The heavy run of the two days was promptly taken care of and when business closed the day's sheets were completely cleaned up, no cars being carried over. Dealers here have expressed themselves as perfectly satisfied, Mr. Gray said, with the designations of the two new grades No. 1 Hard Spring and Mixed Durum. In their opinion these grades are working out to the advantage of growers in enabling a more accurate designation of their grains with a corresponding gain in their returns. Two Perkins Grain Cleaners are in use in the Duluth state inspection department and they are performing the service claimed for them in separating cockle and wild oats and peas and shelled oats from wheat with the result that shippers of grain with those impurities are finding their grades raised one and two grades higher than would otherwise have been accorded. The result so far has been shown in fewer appeals and better satisfied shippers. It has been announced that additional Perkins Cleaners will be put in here as they are required.

* * *

Grain men on the Duluth market are looking forward to the present season being the best for them from a handling standpoint in more than 10 years. That condition has been brought about through heavy acreage yields over North Dakota, western Minnesota and South Dakota to say nothing of Montana. The records have gone to show that Spring wheat and Durum marketed here so far this fall has been largely from 61 to 63 pounds to the bushel and yields from 28 to 36 bushels to the acre have been frequently reported. One operator had a report of a large field of Spring wheat near East Grand Forks, Minn., returning 43½ bushels to the acre of high grade grain. Productions of oats running all the way up to 90 bushels to the acre have been reported and returns of barley from some sections of the Northwest were claimed to be running nine bushels to the acre higher than last year.

* * *

The heaviest individual runs of new Spring wheat and Durum on the Duluth market so far this season have come from the Dalrymple North Dakota farm. W. W. Bradbury, representative of William Dalrymple on this market, pointed out that the productions of the Dalrymple farm have always been marketed early in the season, and that the records of the office have gone to show that taken on the whole, better financial returns have been realized than if selling had been dragged along during the winter months.

All the elevator companies on this market have been working at capacity since the fall movement of grain from the farms began and their officials are as a rule counting upon setting high records in handlings up to the close of lake navigation. All the houses have increased their forces and are employing more men than at any period during the last five years. Officials of the new Occident Elevator Company at Duluth asserted that their handlings since the beginning of the new crop year have been greatly exceeding their expectations. The company is scheduled to make large shipments of Spring wheat and Durum to its Buffalo connection, the Russell-Miller Milling Company this fall. All the other elevators have been in the market for Spring and Durum wheat and coarse grains this fall to cover delivery contracts.

* * *

This market is coming into its own this fall in the way of handling feeds and coarse grains, as R. M. White, of the White Grain Company sizes it up. He drew attention especially to a cargo movement of oats from here to the East having set in this fall for the first time in 10 years. That he attributed to oats quotations on this market having for some time back been at a level that has attracted shipments from over a wider territory. He looked forward to the marketing situation here continuing so favorable for country ship-

pers as to assure a steady movement this way, thus enabling handlers to make selling arrangements for a time ahead. The extension of dairying operations over northern Minnesota, is affording dealers outlets for trade that were non-existent up till recently, Mr. White noted.

* * *

Grain men here have been scoring heavily in broadening their trades in rye during the last few weeks. They are sanguine of their ability to set new high records in handlings of that grain during the present crop year. The movement so far has been averaging 50 per cent heavier than last year with receipts during recent weeks making relatively much more favorable showings. The advances in rye quotations since the early fall has placed its market at a level that is attracting growers, and they are inclined to push the marketing of their season's productions, according to advices received by elevator and commission men here. Duluth dealers have entered into contracts for eastern deliveries of rye extending up until November, practically all to go into export channels.

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The higher prices for grain marked up this fall are proving a bitter pill for the crowd of radicals over the Northwest, according to advices being received by Duluth operators, said W. C. Mitchell, of the W. C. Mitchell & Co., in that connection: "La Follette will lose a million votes over the Northwest next November if grain prices hold at around their present level."

* * *

With over 10,000,000 bushels of all grains being carried in Duluth and Superior elevators and the movement of grain cars from the country this way running at the rate of around 1,000 cars daily, shippers have been coming into the market freely to contract for boat space to move grain to the East. Contracts have been made lately at 2¼ cents a bushel for wheat and rye for Buffalo delivery, as compared with a low of 1½ cents a few weeks ago. Prompt handlings of cargoes at Buffalo are guaranteed. Vessel men are refusing to tie up in forward contracts to any extent at present rates. Two boat charters for November loading despatch guaranteed, have been reported at 3½ cents a bushel.

* * *

Northeastern Minnesota is gaining rapidly in grain productions, according to data being received by Duluth dealers. A farmer in Long Lake Township in the vicinity of Brainerd, has reported a yield of 93 bushels of oats an acre in one field and of 70 bushels in an adjoining field. John Stedfelt, a farmer in the same township, reported the threshing of 3,000 bushels of oats from a 50-acre field. Another farmer reported getting 47 bushels an acre and he said that all his corn had ripened. On other farms barley running up to 70 bushels, and rye at from 25 to 30 bushels have been reported.

INDIANAPOLIS

S. F. LARRIMORE - CORRESPONDENT

INDIANAPOLIS grain dealers are quite puzzled over the considerable increase in receipts of smutty wheat this year over most previous years. It was estimated by a traveling Federal inspector, who was interviewed on the question, that the increase would probably be as much as 10 per cent of receipts of Indiana wheat being smutty. Ordinarily not over 2 per cent would be bad. The gentleman referred to above is of the opinion that this condition is largely due to the fact that he believes the farmers let down on using carefully tested wheat seed last fall, permitting a larger percentage of badly infected seed to go into the ground. Other local grain men expressed the opinion that it was of vital importance that someone take an active lead in propaganda work to the farmer before he plants his 1925 wheat, urging him to return to his former practice of using carefully tested seed. It is believed that it ought to be easily possible to show the farmer that such a course, particularly if persisted in, will bring him better returns from his wheat acreage.

On the whole, however, Indiana wheat is testing excellent this year and most of the grain received has averaged a little better than last year. It is believed here that most of the Hoosier crop has been moved out of the farmer's hands and is now held by either the local elevators or the larger terminal elevators.

* * *

There is considerable worry over the Indiana corn crop. Indianapolis grain men predict that there will not be over a 45 per cent crop this year. They also are of the opinion that a good deal of it will test low, a good many soggy ears and poorly formed grain are expected. Coupled with the long rain season during the planting and early cultivating time, comes the danger of early frost. In addition to that, the dark cloudy weather now prevailing over most of the state is certainly no help toward hastening the corn to maturity.

The situation in the corn market will be somewhat made up to the farmer, if he handles his crops properly, by the abundance of middle grade hay. If he

will feed as much as possible, of his crop to as much of his live stock as possible, feeding the lower grade of corn to his work horses and such hogs as he wishes to market, he will be in a position to market most of his corn and at the same time take advantage of the present fair market on the better grades of hay.

* * *

There is more than enough of excellent grade of hay coming to the local market. In fact so much that there is very little room or demand for cheaper stuff. Indiana hay farmers this year used very good judgment in harvesting and taking care of the hay crop, and they also were blessed with lots and lots of sunshine. Good hot sunshine at that. The result is that the Indianapolis market looks for a decline in hay prices between now and the first of the year. An active member of the largest hay commission house here is firm in his conviction that now is the time for the farmer to get his top grade of hay to the market if he wants to take advantage of prevailing prices. This gentleman stated that if there isn't a decline in prices, that he at least does not look for any advances. He believes that the early shipper is going to be the man to profit.

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Ten cars of wheat; 27 cars of corn; 28 cars of oats, and one car of rye were inspected September 10 at this market. This is about the usual number of cars for this market at this time.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE's grain receipts are picking up a little and the grain dealers are growing a bit more optimistic hoping that still further improvement may appear in the next few months. In the past month the corn receipts were almost up to the previous year with 1,163,000 bushels, or a decline of less than 100,000 bushels. Oats is still a heavy loser with a loss of 1,200,000 bushels in receipts compared with last year. Barley trade is also off about 200,000 bushels for the past month.

However, all of these losses are made up by the wheat offerings in which there was a total trade of 2,500,000 bushels, compared with one tenth of that figure last year.

One Milwaukee grain trader says the wheat trade is due to the enterprise of Milwaukee buyers who have been in the markets at Omaha, Kansas City, St. Louis, Wichita and many other points and getting hold of wheat for the local market for export through Montreal. Just at present the tide of wheat outbound from the Southwest is a little more in favor of New Orleans and the Milwaukee wheat movement has died down to some extent. But the resumption of buying is looked for almost any time. The same wheat operations will no doubt extend north into the Spring wheat belt within a short time.

Last year the wheat movement from the Southwest to Milwaukee was almost negligible, but two years ago, the wheat came here from Kansas, Oklahoma, Nebraska and adjoining states to the amount of several millions of bushels.

The heavy movement of wheat through Milwaukee to Europe, has made a good sized gain in grain receipts here for the past month. The total for the past month was 6,667,000 bushels against receipts of 5,901,000 bushels for the corresponding month of last year. The gain for the past month was about 750,000 bushels over last year's total, the big wheat supply of 2,500,000 bushels offsetting the small losses in barley and corn receipt and the much larger decline in oats marketing.

* * *

Milwaukee grain men declare that with a heavy crop of grain in the Northwest, there should be a great tide of grain offerings during the fall, perhaps larger than has ever been shown in previous years. The high prices now being paid for grain will also be a tremendous stimulus to grain selling in early fall, is the belief, as farmers of the Southwest have clearly shown they believed it advisable to rush grain to market and take advantage of the present high prices.

* * *

Grain supplies in Milwaukee are not large, despite the fact that large amounts of wheat have been brought in recently. At the opening of the present month grain in store was approximately 364,000 bushels of wheat, 143,000 bushels of corn, 293,000 bushels of oats, 97,000 bushels of barley and about 408,000 bushels of rye. The supply of rye still continues rather large but wheat holdings are only a little above the 300,000 bushel mark.

* * *

Herman Bleyer, one of the best known experts on shipping matters in Milwaukee for many years and secretary of the Milwaukee Harbor Commission for 12 years, dropped dead at the age of 74. He belonged to a family of nine brothers and two sisters. Mr. Bleyer was connected for about 48 years with the editorial department of one Milwaukee newspaper. He was an old marine reporter, who owned a small boat on the lakes at one time. Later he became an ardent

proponent for a great Milwaukee harbor and as active head of the Harbor Commission he was able to see his dreams of Milwaukee harbor gradually becoming true. He was an earnest advocate of the St. Lawrence deep water way and always believed that Milwaukee would come into full fruition as a shipping town when this was brought to pass. He was also a familiar figure in the Milwaukee grain trade as well as in shipping circles.

* * *

Reports have reached Milwaukee from Fenville, Mich., of the phenomenal success of the new hull-less oats. Near Fenville is the farm of H. M. Welder, where has been harvested five acres of the Opaline oats. Mr. Welder says so far as he knows, he is the only farmer in Michigan with this grain. Mr. Welder got one pound of this oats direct from Luther Burbank last year. From this pound he raised enough grain to sow the five acres in this year's plot.

The grain grew shoulder high, and looks exactly like ordinary oats but has no hulls on the kernel. A bushel of the oats weighs about 55 pounds, or almost twice as much as the traditional 32 pounds.

Members of the Michigan agricultural school have visited this field of oats and have informed Mr. Welder that no one else in the state has a supply of this grain. Mr. Welder is making arrangements to show this grain at several of the Michigan fairs.

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The September interest rate on advances has been fixed by the Milwaukee Chamber of Commerce at 6 per cent. This is the same as the rate prevailing for the last few months.

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A. R. Templeton, of the Armour Grain Company office at Milwaukee and also the president of the Chamber of Commerce, said that no application for membership at Milwaukee has been made as yet by the new Grain Marketing Company of Delaware.

Notice has just been received at Milwaukee from Madison, Wis., that the Grain Marketing Company has applied for a Wisconsin charter with \$25,000 capital to be represented in this state out of the paid-up capital of \$200,000 of the Delaware Corporation. The application was signed by Gray Silver, president and John W. Coverdale, as secretary-treasurer.

Mr. Templeton says that the licensing of the Wisconsin corporation is the first step to be taken in Milwaukee as a preliminary to trading in Wisconsin. The next step, he said, would be to apply for membership. And since the details of getting this membership will take a little time, he does not expect the Grain Marketing Company to do any business until this work is completed. Mr. Templeton explained that the Armour oatmeal plant in Milwaukee had been put into a separate corporation from the Armour Grain Company and that this plant therefore was not included in the sale of Wisconsin assets to the Grain Marketing Company.

* * *

Senator La Follette, in his magazine at Madison, Wis., takes the stand that the rise in grain prices will not make the farmers of the state vote for "four more years of corruption." Mr. La Follette stated further in the Madison article that with higher grain prices and farmers knowing that it must be fed into pork and beef before it can be marketed, it will be hard to convince them that they have made any gain by advanced grain prices.

* * *

Reports received at Milwaukee indicate that the Chicago, Milwaukee and St. Paul Railroad is rushing all of its empty grain cars west as fast as possible as an enormous grain movement in the Northwest is looked for as threshing gets under way. Officers of the company report here that wheat is turning out to be of very high quality in the Northwest and that the weight in many cases is as high as 63 pounds to the bushel.

* * *

H. C. Jaspersen, of Neenah, Wis., who was a pioneer business man of that city and for many years in the grain and milling business, is dead. He was 74 years old. Mr. Jaspersen was born in Denmark and came to America in 1872.

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The Milwaukee stocks of flour have been reduced again with 24,000 barrels approximately at the opening of September compared with 35,000 barrels a month ago, and 89,000 barrels a year ago. Stocks of flour are now light compared with the 89,000 barrel figure of last year.

* * *

President H. E. Byram has sent a report here that the road is in splendid condition to handle a great crop of grain as it has 6,000 cars ready for the marketing movement and about 300 surplus locomotives available for this service. The percentage of bad order cars, he declares, is very low with only 6 per cent in bad condition and with about 14 per cent of the locomotives out of commission. Mr. Byram also stated that the road's maintenance of way work is practically done for the year, so that the equipment and road bed are both in splendid condition for the heavy movement.

Mr. Byram reported that grain yields in Montana, the Dakotas and Minnesota are excellent, but he said Washington had suffered quite a bit from dry weather and the harvest would not be so good in the Pacific Northwest. Mr. Byram said the farmers are in very fortunate conditions as they will have large yields of

grain together with good prices, so that their buying ability will be very largely increased. He asserted that because of the fine grain crops, the Chicago, Milwaukee and St. Paul road should have record tonnage this fall.

* * *

The inspection department of the Milwaukee Chamber of Commerce gives concrete evidence of a very heavy rainy season in the Middle West grain belt. There is much grain discoloration and also large moisture content, both directly due to the rainy periods after harvest time. Much of the grain in this territory was soaked in the shock again and again.

* * *

A survey of the prices of corn products in Milwaukee showed that the high corn quotations are reflected in many lines, with pork prices up from 4 to 6 cents a pound. Herman A. Ginzel of the Krause Milling Company, said there has been a big rise in cornmeal with present prices close to \$3 per hundred-weight. Wholesale grocers reported that, strange to say, corn flakes had not advanced as yet despite the boom in corn. In corn sirup, an advance of 65 cents a dozen in the one gallon size cans was reported.

Several other corn products have also advanced, it was stated, such as corn starch, up 40 cents per 100 pounds, corn sugar up from 50 to 60 cents per 100 pounds and corn oil, up 25 cents a case for pints and quarts and 50 cents a case higher for the gallon and half gallon cans.

* * *

Edward Nordman, marketing commissioner of Wisconsin, has announced the appointment of four inspectors for hay grades who will put into operation the new state hay grading system. The new inspectors are Arthur Peterson of Amherst, Anton Opstedahl of Mukwonago, Wis., O. A. Zillmer of Wauwatosa and S. H. Williams of Spooner, Wis.

The four inspectors have been sent to Washington for a three weeks training school in hay judging. Two of the inspectors will be stationed at Green Bay, and one at Marshfield or Eau Claire. Green Bay is expected to become the most important hay inspection point for the state.

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E. J. Koppelkam has taken over the grain business of Spearman & Co., together with all obligations. The concern will now run under the name of E. J. Koppelkam, commission merchant.

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The old feed mixing plant belonging to the Parry Products Company at Thirty-Fifth and National Avenue, Milwaukee, has been sold for \$55,000, although the appraised value was \$188,000. The P. C. Kamm Company offered \$50,000 for the plant and Arthur J. Strauss Company offered \$55,000. The building went to the Strauss Company. No plans for the use of the building have been announced.

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A large number of Milwaukee grain men are expected to go to the meeting of the Grain Dealers National Association at Cincinnati late in September.

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

THE past month has been a fairly busy one with the elevator companies, as movement of wheat from the farms has been heavy, as a result of millers buying up wheat supplies in the early season, in the belief that prices will not be any lower, and may go decidedly higher. In fact there is no available storage space in Louisville for grain today due to the heavy stocking of wheat. The Kentucky Public Elevator Company plant is full up, while the Ballard & Ballard Company elevators are full, and the Louisville Milling Company has considerable wheat on hand, S. Zorn & Co., in addition to having a good deal of grain on hand, has been storing some wheat for the Ballard & Ballard Company, which after filling all of its own space and all the space it could get elsewhere, had the misfortune to load the elevator of the Wathen Milling Company with 180,000 bushels of wheat, and then have the plant show a partial collapse, which threw 50,000 bushels of wheat on the ground.

The shortage of elevator space in Louisville is shown by the fact that the Ballard & Ballard Company was unable to find storage for the wheat that was on the ground following the Wathen Elevator collapse, and was forced to sack and warehouse the stock. With two or three tanks out of commission at the Wathen plant the company hasn't been in good position for turning its wheat there, and has been removing wheat to its own plant as fast as consumption at the mill would permit.

Local grain men claim that shortage of elevator accommodations has had a tendency to hold down trading and handling through Louisville, as there is very little accommodation of any kind available. During the past few years several large elevators have been destroyed by fire, resulting in reduced capacity for storage, and during the same period only two new

elevators have been erected, one being the Wathen Elevator, and the other by S. Zorn & Co. The old Verhoeff Elevator and the Fleischmann Elevator were both burned, along with some smaller ones.

* * *

This is the season of the year when in the days prior to prohibition the grain houses were busy lining up the distillers on orders for movement in October and over the winter for consumption in the over winter ages of whisky. Some distillers with small capacity and active sales organizations ran as late as July and commenced again in late September, sometimes earlier if the weather was cool. However, it looks as if that class of business is gone forever.

* * *

Old hay has been off the market for two weeks or so, and new hay is now coming on the market in excellent shape. Early hay was a bit hot and hard to keep from heating, but present offerings are dry and in good shape. Local quotations on track show No. 1 Timothy at \$20 a ton, baled; No. 2, \$18.50; No. 1 Mixed, \$18.50; No. 2, \$17.50; Clover, No. 2 or better, \$17.50@18; local Alfalfa, \$25; Western Alfalfa, \$30; wheat straw, \$12; rye straw, \$14.

Feed prices, sacked and packed, at Louisville, are quoted: bran, \$30 a ton; mixed feed, \$32; middlings, \$34; hominy feed meal, \$38; corn feed meal, \$36. Cottonseed stuff has been slow, but will be better later. In fact, all feed has been quiet, but will soon be better, as the country needs rain, and pasturage is not very good.

* * *

Feeding demand on grain has been very active, there being a good movement in rye, as well as wheat, but barley and winter turf oats are slow, due to high quotations. With the general grain market high it looks as if there will be a considerable winter wheat as well as rye acreage. Local wheat buyers are offering \$1.31 for wheat, and selling quotations are around \$1.33@1.34. Rye is quoted at \$1.05. Seedsmen are asking \$1.20 for white rye and \$1.25 for rosen rye; seed wheat, \$1.75@2; and oats and barley, from \$1.50 up.

* * *

In the corn market No. 2 Yellow is quoted at \$1.27 a bushel, with white, \$1.25 and mixed, \$1.24. Oats are 51 cents for No. 2, and 50 cents for No. 3, white. Mixed are practically unknown in this market, there being no demand. Grain dealers report that seeding demand for wheat and rye is bringing in a good many orders just now.

* * *

F. C. Dickson, of the Kentucky Public Elevator Company, reported that the company had about 550,000 bushels of grain in storage, of which 400,000 was long time wheat storage, with about 50,000 bushels of wheat on short storage, and about 50,000 bushels of corn, rye and oats. Movement on daily handlings has been very fair.

* * *

Edward Scheer, of the Bingham Hewett Grain Company, stated that there wasn't much snap to the market, but that the company was moving some wheat and rye for seed use, and that there was a fair movement in other grains. The fact that elevators are fairly well crowded is slowing movement a little, due to lack of storage space.

* * *

Oscar W., and William Edinger, formerly operating as Edinger & Co., grain merchants, who retired from the grain business about a year ago to enter the automobile business, with the Studebaker agency, have sold their auto business, and will do nothing for the time being. O. W. Edinger remarked: "It was a lot different from the grain business. It meant long hours, working until 9 o'clock or so almost every night, and being on the job a part of every Sunday."

* * *

Henry Fruechtenicht, local grain and feed merchant, as usual is showing some mighty fine horse flesh in the Kentucky State Fair, having arranged to show a three-horse team on September 9; a six-horse team on September 11; and a four-horse team on September 13. Mr. Fruechtenicht has been showing for years and winning numerous ribbons and prizes.

* * *

The Vitacreme Feed & Milling Company, Owensboro, Ky., capital \$5,000, has been incorporated by C. O. Sandefur, O. B. Sandefur and A. S. Gant.

* * *

Late corn is in need of rain, there having been very little rain over the latter part of August, or early September, the country being very dry and severe damage is only prevented by the present cold spell.

* * *

Mrs. Mary Kerr Callahan, 97 years of age, widow of the late James Callahan, founder of the firm of Callahan & Sons, grain and flour dealers, died on August 26, in Louisville. Mrs. Callahan is survived by four sons, Charles, Warren, Lee and Earl Callahan, four daughters and a number of grandchildren and great grandchildren.

* * *

David Kidd, 73 years of age, crippled night watchman at the plant of Callahan & Sons, elevator operators, was recently shot and died shortly afterward, by two negroes whom he found prowling in the office. He ordered them out, and when they threatened him, he started at them with a cane. One of the negroes

pulled a gun and shot the old man, who after being wounded telephoned the police. One of the negroes was shot and killed within a couple of blocks of the plant before he got out of the neighborhood. The other escaped.

* * *

Millmen report that demand for long patent flour and first clears has been very heavy this year, the lower grades getting the demand, and forcing mills to work hard in moving the A or better grades. The high price of flour this year is said to be the cause, although the South generally wants high grade flour, regardless of price. Flour prices dropped in late August to \$8 a barrel on best short patent flour; \$6.80 on long patent; and \$5.75@6 on first clears.



WHILE the domestic situation continued more or less irregular during the month of August, there was a decided improvement in the movement of grain overseas during the month as evidenced by statistics of the Commercial Exchange which show that 1,106,375 bushels of wheat were shipped out of Philadelphia as compared with 395,838 bushels during July and 602,722 bushels during August, 1923. Flour exports also increased, the movement for the month aggregating 24,381 barrels against 22,636 barrels for July. A further improvement is still expected and as bearing out the predictions of grain factors, rates on future shipments have already increased. Considerable space is being booked ahead for future requirements and a more optimistic tone prevails after an exceptionally quiet summer.

Receipts for August were as follows: Flour, 197,238 barrels; wheat, 1,694,050 bushels; corn, 25,197 bushels; oats, 187,734 bushels; rye, 7,595 bushels.

Public warehouse stocks on September 1, were listed as follows: Flour, 99,571 barrels; wheat, 1,071,014 bushels; corn, 30,815 bushels; oats, 105,907 bushels; rye, 130,944 bushels.

* * *

Announcement has been made by the Philadelphia & Reading Railway that it will rebuild its Twentieth Street Elevator in this city which was destroyed by fire some time ago. Plans call for a structure of the most modern type in keeping with the new 2,500,000-bushel elevator which the same company is to erect at Port Richmond on the Delaware River.

* * *

Hubert J. Horan, president of the Commercial Exchange, has appointed Robert Morris, Howard F. Brazier, Fred Faber, M. F. Barringer and Waldo O. Fehling, all prominent grain men, as delegates to the annual convention of the Grain Dealers National Association to be held at Cincinnati, Ohio, September 22 to 24, inclusive. The National Feed Distributors Association will also meet at Cincinnati at the same time and the above delegates are expected to attend some of its sessions.

* * *

A. J. Dando, elevator agent of the Pennsylvania Railroad, has advised the trade that effective as of September 1, the charge for drying grain will be based on the weight of the grain before drying instead of the weight after drying, as heretofore.

* * *

The Grain Marketing Company of Chicago and J. Luden Jones, of Norristown, Pa., are among the new applicants for membership in the Commercial Exchange.

* * *

J. G. Burt, a prominent grain shipper and elevator man of Ontario, Canada, was a recent visitor on the floor of the Commercial Exchange, as also was W. H. Davies, of London, flour and grain importer, who acquainted members of the local trade with conditions abroad. R. E. Nye, sales manager of the Denver Alfalfa Milling Products Company, of Lamar, Colo., was likewise a visitor, others being F. J. Albert, Winona, Minn.; S. W. Rider, of Minneapolis; R. L. Groff, of Minneapolis; O. W. Randolph, Toledo, Ohio; V. Dickman, Norfolk, Va.; Thomas Rhoades, Pittsburgh, Pa.; F. W. Lyons, Hazelton, Pa.; R. E. Freihofer, Reading, Pa.; B. H. Shimer, York, Pa.; James Boyce, Attica, N. Y.; W. C. Thurston, Winnipeg, Man.; Paul T. Litchfield, Boston, Mass.; John Johnson, Washington, D. C.; J. J. Sullivan, Winchester, Va.; A. J. Kay, Pittsburgh, Pa.; A. P. Seabrook, Bridgeton, N. J.; George McKinney, Milford, Del.; A. M. Stickell, Hagerstown, Md.; and John Mummert, Lancaster, Pa.

* * *

Postponement of the opening of a rate differential investigation affecting North Atlantic, South Atlantic and Gulf ports, from September 23 to October 7, has been announced by the Shipping Board. Various ship lines have been notified to send representatives to testify regarding the complaint of South Atlantic and Gulf ports that existing ocean differentials on freight

for foreign ports are discriminatory in favor of North Atlantic. Philadelphia is vitally interested in the proceedings and has intervened with other North Atlantic ports to combat the move of the South Atlantic and Gulf ports.

* * *

Russell Wagar, of the firm of Wagar Bros., grain and feed dealers, has returned, after spending several weeks in New England regaining his health.

* * *

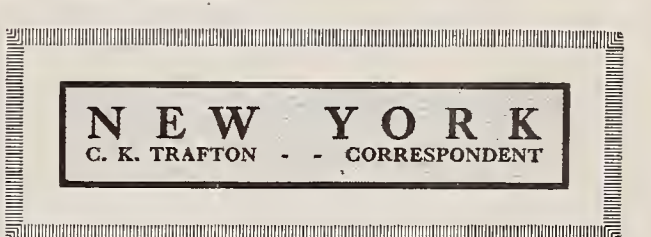
Others returning from New England included L. G. Graff, former president of the Commercial Exchange and now retired from active business; John A. Kilpatrick, who has been vacationing in Maine, and Captain John O. Foering, formerly chief grain inspector here, who spent the summer in Portland, Me.

* * *

Considerable interest is being shown by millers, bakers and food distributors throughout the country in the movement which has been launched in this city to form a national organization to present to Congress the merits of claims against the Government which are said to amount to millions of dollars. The claims are said to arise out of the action of the Government during the war when the Food Administration prohibited the sale of certain foods unless a certain proportion of substitutes was also sold at the same time to the purchaser. In complying with this regulation, the handlers of foods are said to have accumulated large stocks of substitutes. The war ended, the Food Administration without warning, then abolished its stringent rules and as a consequence, the millers, dealers and bakers are said to have found themselves loaded up with substitutes for which there was no market. A general scramble to unload resulted in stocks being sacrificed at nominal prices in order to clear them out. The sponsors of the movement therefore want to have the Government reimburse them for losses sustained.

* * *

Farmers throughout Pennsylvania, Delaware and New Jersey having radio receiving sets are now in a position to receive the Chicago closing prices on grain as the result of arrangements completed by the Commercial Exchange, of Philadelphia, Station WFI, Strawbridge & Clothier, to broadcast the information daily at 3 p. m. This modern means of furnishing grain prices is expected to stimulate trading and selling in the Philadelphia territory. Hubert J. Horem, president of the Commercial Exchange, states that the arrangements to broadcast the grain markets has occasioned much commendation from rural districts where the service should prove of great help and benefit business.



SINCE the formation of the Grain Marketing Company, as mentioned in my previous letter, there have been further important changes in firm names and personnel on the New York Produce Exchange. Having been absorbed in the new company, the Armour Grain Company, J. Rosenbaum Grain Corporation, and Chesapeake Export Company, all incorporated, have ceased to be actively engaged in operations. One result was the return to the Exchange of Ernest Reiner who, as assistant to E. F. Rosenbaum, has become general manager of the combined offices. Mr. Reiner was over 10 years with the Rosenbaum concern and was long manager of the Chesapeake Export Company, Inc., in this market, subsidiary of the J. Rosenbaum Grain Corporation. After Mr. Reiner returned to the Chicago office slightly over two years ago he went to the Pacific Coast, having been "loaned" by the Rosenbaum concern to the Bankers' Creditors' Committee, which needed him to take charge of the liquidation or settlement of the affairs of the Portland Flouring Mills and subsidiary companies, and put back on its feet the affairs of Max Houser. This was accomplished in approximately nine months.

* * *

R. R. McRoberts, who for 10 years was associated with the old firm of James Carruthers & Co., who recently retired as grain exporters, lately became associated with the firm of L. W. Leisner & Co. as representative on the floor of the Produce Exchange.

* * *

J. W. A. Davies who was formerly with the firm of Spalding & Kilthau, flour merchants, has recently formed the firm of Davies & Co. flour brokers and receivers, which firm represents the National Milling Company of Minneapolis and the Northern Star Milling Company of Salina, Kan.

* * *

De Forest C. Montgomery was recently elected a member of the N. Y. Produce Exchange. He is the youngest son of Archie Montgomery, one of the oldest members of the grain trade. Mr. Montgomery stated that his son was not to become a broker immediately, but that he had bought the membership for him as he considered them extremely cheap, and therefore a

safe investment. It is noteworthy at this juncture that there was another applicant admitted to membership, who joined for similar reasons, namely Robert L. McCreedy, M. D.

H. A. Schafuss, for several years one of the chief representatives on the floor of the Produce Exchange for the old firm of Power, Son & Co., grain merchants, who recently had the misfortune to break his arm, underwent an operation for appendicitis which fortunately proved wholly successful and Mr. Schafuss is now said to be making rapid progress toward complete recovery.

Harvey Austrian, vice-president of Rosenbaum Bros., Chicago and manager of the feed department, was visiting members of the trade on the Produce Exchange early this month.

Martin B. Jones of M. B. Jones & Co., grain receivers, was welcomed back on 'Change early this month, after seven weeks' trip through Europe visiting the U. K. and Continent, going as far as Italy. In the main he found it cold and wet even in the northern part of Italy.

John Fennelly of Hall-Baker Grain Company, Kansas City, was visiting old friends in the local grain market late in August.

S. J. Park of French & Park, flour receivers, received warm congratulations late in August from many friends in the flour trade on the arrival at his home in Brooklyn of an eight-pound girl.

L. Weitzman of the Weitzman Milling Company, Chicago, was visiting local flour dealers late in August.

Thomas Coulter of Coulter & Coulter, flour distributors, has gone on a trip to Europe, and will visit his old home in the northern part of Ireland.

Carl Koch for many years an active representative on the New York Produce Exchange of the old firm of Power, Son & Co., until it gave up the export branch of its business, took advantage of the opportunity to travel in Europe for three months. He was back on 'Change early this month and received a hearty welcome from his numerous friends. A large part of his time was spent in visiting resorts and enjoying the scenery in Germany and Switzerland. With the return toward normal conditions following the acceptance of the Dawes plan, he anticipates a general return to better conditions in business in Germany. He found that the great problem and drawback there was the remarkable scarcity of money, and hence the securing of a loan was of paramount importance. One of the great and serious drawbacks in the past was the fact that the laborer had to work for small pay, while on the other hand his living expenses were decidedly high, similar to those prevailing in this city, excepting in the matter of rent, which was fixed by the government. This made rents moderate, which was the only thing that made it possible for him to exist.

A. Stein, broker with the house of Lamson Bros. & Co. on the Chicago Board of Trade, was a visitor in this market late this month.

E. Gluckman, a trader on the Chicago Board of Trade, was calling on friends in this market late in August.

F. H. Babcock, an old member of the Chicago grain trade connected with the firm of Thompson & McKinnon, was talking with old friends in the N. Y. Produce Exchange toward the end of August.

J. M. Salmanowitz, president of the Superintendency Company, which as generally known, superintends the loading, inspection, etc., of grain cargos in various parts of the world, received a hearty welcome back on 'Change after two months' absence in Europe, where he was gratified to find indications of improvement.

Jack L. Patten, son of James Patten, the prominent grain operator, spent a short time with friends on 'Change late in August, having come East partly to see the Prince of Wales, as he is keenly interested in polo.

J. T. O'Malley, connected with the office of Bartlett Frazier Co., in Chicago was visiting friends on the N. Y. Produce Exchange recently.

William P. Callaghan, aged 64, passed away suddenly early in September. He was on 'Change as usual a few days before his sudden death, which was ascribed to a stroke of apoplexy. He had been in the grain trade since boyhood. He was at first employed as a telegraph messenger boy, but was taken in as a messenger by the old firm of Otto E. Lohrke & Co., who were for many years exceedingly active especially as receivers and brokers in grain, but afterwards became especially prominent through marketing a large part of the surplus cash wheat accumulated in the celebrated Leiter deal in 1898.

Of course there was a large quantity of this wheat, and as it was largely distributed by the Lohrke house, its profits were large. With his share, which was alleged to be approximately \$200,000, Mr. Callaghan retired from the firm and joined the Stock Exchange which proved disastrous, as he met with no success and finally left the stock market and came back to the Produce Exchange.

S. K. Fox, familiarly called "Steve" by his host of friends, not only on the big floor of the Produce Exchange, but also on the Chicago Board of Trade and in fact wherever grain is sold, left early this month on a vacation, the first in 15 years. He has gone fishing in Maine with "Archie" Montgomery, another old and highly popular member of the grain trade. Mr. Fox is the principal broker on 'Change for the old firm of Logan & Bryan, while Mr. Montgomery is head of the brokerage and commission house of Montgomery & Jenkins and is also a member of the Chicago Board of Trade. Just before Mr. Fox started, his numerous friends gathered around him and "showered" him in the language of the ladies, presenting him with a complete fishing outfit, including fishing rod, hooks and other suitable things. It was certainly a hilarious and exceedingly enjoyable affair as extremely good feeling, not to say affection, was manifested by practically all the brokers, exporters, and other members of the trade surrounding Mr. Fox and Mr. Montgomery.

William Martin, an old member of the Produce Exchange, was warmly welcomed back on 'Change early this month by his many friends after a month's absence spent mainly on the Chicago Board of Trade, where he is one of the leading operators in grain. Mr. Martin said that he feared the corn crop would be exceedingly short, owing to the remarkably unfavorable weather nearly all the season, and hence he did not expect a yield of over 2,300,000,000 but possibly less in case of early frost.

Edward L. Kimball has been elected a member of the N. Y. Produce Exchange. Mr. Kimball, who is vice-president of the North American Grain Company, has been long identified with the grain trade, having been associated with several prominent firms in the past quarter of a century or more.

Among applicants recently elected to membership on the N. Y. Produce Exchange was John W. Danforth, son of Joseph Danforth of the old grain house of Simpson, Hendee & Co., grain merchants. Young Mr. Danforth has been connected with the old concern for nearly two years, but most of this time has been in the office, but hereafter he will be one of the firm's representatives on 'Change.

TOLEDO

S. M. BENDER CORRESPONDENT

THE past month has been one of unusual activity for the miller and grain man in this market. Arrivals of grain have been large enough to tax the organization of every firm. Wheat has been the leader in the arrivals and in the demand. Millers have been liberal buyers all month and the early wheat which was dry was put in store for future use. Wheat now coming in is too high in moisture content to be put in bins so is being ground without delay.

The flour demand has been active all month and as a result the production has been higher than at this period for several years. One week it was 100 per cent of the capacity of the mills located here and continues around 90 per cent. The export trade in flour has also been a feature of this market with some large amounts booked at prices to allow for the usual profit. The amount of flour in jobbers' and bakers' hands is small and they must buy steadily to meet their requirements.

Millfeeds have also been strong and sales large. The shortage of corn which seems almost certain is having its effect on feed prices. The Ohio crop shows the lowest condition of the larger corn raising states. The estimate for the state is 70,000,000 bushels below the final estimate of last year.

Hay dealers report the quality of the crop the finest they have seen in many years. Timothy and Clover hay is practically free from weeds which it was feared would ruin them earlier in the season. Receipts have been light with a good demand and the outlook for the coming year is considered bright.

Clover and other seeds have been in the limelight lately as the outlook for the seed crop is not very good. Clover especially has shown much strength due to heavy purchases for the accounts of dealers and investors. October is the most active of the Clover futures and as this represents the new crop is receiving most of the traders' attention. Quite a fair amount of old cash seed has changed hands

during the month and the discount under October is considered very attractive. Reports from Clover-raising sections of Ohio and Indiana tell of the smaller acreage and heads that are failing to fill as they should.

Samples of the new Alsike that have been sent here are not up to the usual standard and are very dirty and contain many noxious weed seeds. Alsike has not shown much activity of late and dealers say this field seed may have its turn after the Clover interest dies down. Around present levels the Alsike is considered cheap and should the demand be large could easily work higher.

Timothy sold off due to the excellent prospects for the new crop but has shown quite a little strength lately. The demand around the three dollar level is large and bulls look for Timothy to work higher should Clover show continued advancing prices.

Corn and oats have been moving in fair volume and the old corn is being sold some days at prices higher than the new wheat. Oats demand here and in the eastern trade has been unusually good and the trade is large. New oats are the best that have been seen here in many a long year and are nearly all as dry as a bone. Some of them run as high as 38 to 40 pounds test weight and the yields throughout Ohio were very high.

A conference of the millers in the district has been set for September 17, to meet the Hon. Sydney Anderson, new president of the Millers National Federation. Many outside millers will be in Toledo on that date as guests of the local millers and grain men. Mr. Anderson will give the outline of the work for the coming year and suggestions will be heard from millers who attend.

A fire on August 29 totally destroyed the flour and feed store of Rudolph Adams located in Toledo. Mr. Adams has made no announcements as to whether he intends to resume his business or not.

Grain receipts for the past week in this market were as follows: 233 cars of wheat; 18 cars of corn; 240 cars of oats; 12 cars of rye, and 1 car of barley. Total, 504 cars.

The yield of hay per acre in Ohio this year is 25 per cent above last year, according to a report of state statistician, C. J. West, which came out during the month. The state average yield of Timothy hay will be about a ton and a half per acre or better. The quality is the best that has been obtained in several years.

Fred Wickenhiser, of the firm of John Wickenhiser & Co., will sail on September 17 for a six weeks sojourn abroad. Among other places he will visit England, France, Belgium and Italy and spend some time in the gay French metropolis.

Lester Howard, golfer, grain man, soap-box preacher and cash grain man for C. A. King & Co., during his spare time has found a new system for saving his hats. The King & Co. offices are located on the fourteenth floor of the Second National and the Exchange floor on the ninth, so when Les goes to lunch he grabs a hat from Southworth's office, also on the ninth floor, and in that way saves his valuable time and wears out the other fellow's hat. Boy, page Jess Young and see if he needs a new hat.

Clifford McCullough, clerk in the offices of the Paddock-Hodge Company, is back on the job after a several weeks lay-off due to some volcanic eruptions of the skin which nearly brought him a check to the Happy Hunting Grounds. More power to you, Cliff, and don't take any more yeast cakes.

H. O. Barnhouse, local representative of the Chicago firm of Hulburd, Warren & Chandler, is a proud grand-dad again and says if anything will grow hair on his head it will be a third grandson. Anyway his smile covers his whole face and head so that is a lot of territory and a danged good smile.

George Woodman, new manager of the Grain Marketing Company's branch elevator in Toledo, is quite chesty since taking up his duties with the new firm, but his friends say he will have to forget a lot of old tricks before he can qualify as member of the has-been's club.

The National Milling Company broke all records one week this month when they shipped over 30,000 barrels of flour.

The Fort Jennings Equity Exchange has taken over the Rushmore Elevator, at Rushmore, Ohio, and will operate it as part of their concern.

Sam Mincer, Chicago grain man, was visiting his many friends among the Toledo grain men the past month.

Henry Blankmier, clerk in the secretary's office, is one of the few who can recall the old-timers by name and greet them with his unconquerable smile

when they visit the scene of their former operations. No one knows how old Henry is, but it is safe to say he can beat many a younger man for honors in the school of good will toward his fellow men.

Rabbe Bros., at Fort Jennings, Ohio, have bought the Rimer and Vaughnsville Elevator at Vaughnsville, Ohio, which was formerly owned and operated by D. R. Risser.

Jesse Hurlbut, president of the Exchange and treasurer of the Toledo Grain & Milling Company, has been confined to his home for several weeks with a serious illness but is on the road to recovery.

S. W. Tredway, well known farmer of Metamora, Ohio, harvested a 20-acre field of wheat which averaged 50 bushels to the acre. The average yield for 50 acres was 46 bushels to the acre. Oats in that territory averaged from 70 to 90 bushels.

Ohio's wheat acreage will be about 4 per cent larger this fall than last according to intentions expressed to the state-Federal statistician. The increased grain price and the failure to plant all their corn ground last spring are the principal reasons given for the increase.

The Maumee Valley Exposition, the largest fair in the history of the county, was held during the month and was a success from every angle. Scores of exhibits of livestock and products raised in the county attracted many farmers from the surrounding territory.

CINCINNATI HARRY A. KENNY CORRESPONDENT

SEVERAL major changes in the Cincinnati Grain and Hay Exchange were effected at a dinner held at the Chamber of Commerce, September 4, through the adoption of amendments to the constitution and by-laws. Under the changes the government and organization of the Exchange is vested in the Board of Directors, whereas the management and control is placed in the hands of an Executive Committee of five members elected by the Directors. This Executive Committee is to supersede the Board of Governors, whose duties will be transferred to the Committee which is responsible to the Directors. Another change is that the Arbitration Committee is to consist of three members instead of six and the members demanding arbitration can submit their cases to three persons, not members of the Exchange, or to one person, provided that person had been chosen by both parties to the controversy and the necessary agreements have been executed.

It is also proposed to issue certificates of membership in exchange for certificates of stock, with no charge to members for the transfer. A change is also made in the method of nominations and elections, whereby a Nominating Committee is appointed on the third Thursday in November with two weeks in which to report. The stockholders are allowed an additional week in which to nominate an independent ticket and the election day is fixed for the third Thursday in December.

Reports were also received from Harry E. Niemeyer, general chairman of arrangements for the twenty-eighth convention of the Grain Dealers National Association to be held at the Hotel Gibson, September 22, 23 and 24. Fully 1,000 delegates and their wives and daughters are expected to attend this convention. Arrangements for entertainment of delegates as made by Thomas Quinlan, manager of the Chamber of Commerce, Convention and Publicity Department, include a shopping tour and style show on Monday for the women, in charge of Miss Amy Pace, official hostess of the Chamber of Commerce; a social evening and dance for delegates and their wives Monday night; a luncheon for the women delegates Tuesday at the Hotel Sinton, followed by a trip to the Zoo and the annual banquet for the delegates followed by a stag program.

C. B. Rogers of the Van Dusen-Harrington Company, Minneapolis, Minn., was a visitor on the floor of the Cincinnati Grain and Hay Exchange last month. Mr. Rogers stopped here on his way East, as the guest of Max Blumenthal, who represents the firm in this territory.

W. H. Settle, 67 years old, president of the Settle Coal & Feed Company, Madisonville, Ohio, died last month at his home in that city after a lingering illness. At the time of his death, Mr. Settle was an official of several Madisonville business organizations. He served a term as treasurer of that municipality.

Extensive improvements have been made at the headquarters of the Cincinnati Grain and Hay Exchange in the United Bank Building at Third and Walnut Streets. The Inspection Department has been entirely encased

while the marking board has been repainted. The office of Executive Secretary D. J. Schuh also has been redecorated.

The Cincinnati Grain and Hay Exchange has arranged with the Auto Hotel at 310 Walnut Street, for the parking of automobiles of delegates who motor to this city to attend the annual convention of the Grain Dealers National Association. The garage is but a short block from the Exchange and the cost will be \$1 a day.

Ralph H. Brown of Henry W. Brown & Co., and Mrs. Brown have returned from a vacation at Virginia Beach, Va. Frank R. Collins of Collins & Co., also has returned from a vacation in northern Ohio.

Stock of grains held in Cincinnati elevators for the week ending September 6 are as follows; wheat 335,218 bushels; corn, 62,699; oats, 215,909; rye, 11,750.

ST. LOUIS W. F. WALTER CORRESPONDENT

GOOD milling grades of Soft wheat varieties found ready sale during the past 30 days, mills absorbing all the best grades offered. Offerings were of mixed grades and total receipts were classified as being only fair, with quality running fairly high in moisture, in fact some shipments verging on sprouting and considered damaged.

Values declined considerably during the period following the future market to some extent, also being influenced by heavy receipts at other terminal markets after which renewed strength was noted.

Transactions in Hard wheat were limited in this market due to the lack of Hard wheat flour sales by local mills, who purchased only in quantities to meet their actual needs.

The grain trade lost one of its eminent members in the death of Nathaniel L. Moffitt, whose prominence was national and who was beloved by all with



THE LATE NATHANIEL L. MOFFITT

whom he came in contact. His loss is a severe blow to the trade likewise to his many friends and acquaintances. Nathaniel L. Moffitt died at his home in St. Louis, September 10, of heart disease, at the age of 62 years. He was born in St. Louis October 17, 1862, received his education in the public schools of St. Louis, beginning his business career in 1879 as a clerk with an E. St. Louis Elevator. In 1882, he accepted a clerkship with Hubbard & Bartlett Commission Company, being elected as secretary in 1886, until in 1900 the Hubbard & Moffitt Commission Company was organized in which he became vice-president. After the death of R. M. Hubbard, the firm name was changed to Moffitt Napier Grain Company of which he was president at the time of his death.

He actively participated in the affairs of the St. Louis Merchants Exchange having become a member in 1885 and served the Exchange on numerous occasions as member of the Board of Directors, and in 1910 as vice-president and as president during 1921. He was also president of the St. Louis Grain Clearing Company, a member of the Board of Directors of the

National Bank of Commerce in St. Louis, a member of the Chicago and Kansas City Boards of Trade, St. Louis Grain Club, having served as president of the latter, the St. Louis Chamber of Commerce, St. Louis Club, Noonday Club, and BelleRive Country Club.

Mr. Moffitt was a member of the Methodist Church, a thirty-second degree Mason, a member of Tuscan Lodge No. 360, A. F. & A. M. Knight Templar, Missouri Consistory, Moolah Temple, Mystic Shrine.

He is survived by his wife and four daughters, and a brother, Charles Moffitt, who is a member of the Moffitt Napier Grain Company.

Funeral services were held at the family residence in St. Louis on September 12, 1924.

G. W. Malcolm, who was associated with the Larabee Flour Mills Company for the past 15 years, has joined the sales organization and is traveling the Illinois territory with headquarters in Peoria, for the Saxony Mills, of St. Louis.

Cash corn maintained strength throughout the period due to light receipts and to bullish reports on the growing crop. There were breaks in quotations which were only of a temporary nature, after which strength was renewed.

Receipts were light, with quality fair and all offerings were readily absorbed by mills and mixers. Toward the end, deliveries on future contracts to about 250,000 bushels were made, this coming from the West.

New oats moved in volume during the period, but as a whole, the quality was not of the best, in fact toward the end considerable heating cars were observed. The demand was good for the higher grades for milling purposes as well as feeding and offgrade quality went begging for lack of buyers, consequently premiums and values lowered.

While outside shippers showed some interest in offerings, the demand as a whole was less than the offerings and quite a lot was placed in storage until consumption shows an increase.

Receipts of hay were in good volume, averaging from 30 to 35 cars per day but complaints are registered on the quality, 90 per cent of receipts being low grade of which none is actually wanted.

Best grades were in good demand in fact there was an actual shortage of this quality and due to this shortage buyers were forced to fill their needs with the baser grades. The range in grades can best be determined by the fact that a spread of \$16 per ton existed in Timothy between the high and low grades on the same day. Wet harvesting is the reason given for the preponderance of the low grades.

Activity in millfeeds in this market was limited during the past 30 days, due to lack of demand caused by green pastures and that dealers were awaiting anticipated slumps in the market, on increased mill production, which to this writing has failed to materialize.

Most mill feed movement was in split cars with flour and as no extreme surplus was accumulated by mills, together with the maintenance of strength in corn values, varied but slightly during the period.

The following were visitors on the Exchange last month: J. H. Walker and Mr. C. Maddox, of Larabee Flour Mills Corporation, Kansas City, Mo.; B. C. Anderson, of B. C. Anderson & Co., Mobile, Ala.; Chas. Roos, of Hunter Milling Company, Wellington, Kan.; F. C. Kath, president of Larabee Flour Mills Corporation, Kansas City, Mo.; J. B. McLemore, secretary of the Southeastern Millers League; J. M. Cook, of E. G. L. Milling Company, Helena, Ark.; Simon J. Carroll, of Royal Center, Ind.; C. E. Schumacher of C. E. Schumacher Company, Augusta, Ga.; E. J. Kelly of H. L. Lee Milling Company, Salina, Kan.; Allen Logan of Logan Bros. Grain Company, Kansas City, Mo.

Tom Lahey, of T. E. Price & Co., returned recently from a vacation trip to Canada.

W. H. Young, of W. H. Young & Co., San Francisco, Calif., spent several days in St. Louis on business recently.

Carl Langenberg of Langenberg Bros. Grain Company, returned recently from a vacation spent at Hot Springs, Va.

T. E. Price, of the T. E. Price Company, returned recently from a vacation spent in Florida.

Roland L. Coomber, of S. C. Bartlett Company, Peoria, Ill., applied for Exchange membership, having surrendered certificate of Hugh L. Clairborne.

Harry Langenberg, of Langenberg Bros. Grain Company, returned recently from a vacation spent at Cape Cod, Mass.

The Board of Directors of the Merchants Exchange authorized on August 12, the secretary to purchase and cancel certificate of membership when presented during the current year, to the number of 50, in the

sum of \$200, dues paid in full for the year 1924, or on a basis of \$100 net to legal holder of such certificate as provided by Exchange rules. Pursuant to this certificate issued in the following names have been surrendered: J. A. Bushfield, Nathaniel Pieper, Louis J. Meier, C. A. Johnson, and Robert J. Thresher.

* * *

A. W. Schisler and associates have purchased the holdings of Fred S. Plant in the Plant Seed Company of this city. The Plant Seed Company is in no way affected by the transaction as it will continue business with Wm. Smith, who has been with the company for 30 years, to continue as manager.

* * *

S. F. Guerro, flour and grain broker of Havana, Cuba, was in St. Louis on business last week.

* * *

The Overland Grain Company, of this city has taken a lease on part of the storage space in Kehlor Flour Mills Company's concrete elevator.

* * *

The St. Louis Grain Club held its annual handicap Golf Tournament at the Kirkwood Country Club on Tuesday, September 9, which was followed by a banquet. Roger Annan of Annan Burg Grain & Milling Company, won the prize of one-half dozen golf balls for low medal score, and Chas. Deibel of Dixie Mills, won a like prize for Blind Bogey.

* * *

Newton Busenbark, grain dealer of Crawfordsville, Ind., visited the Exchange recently.

* * *

Chas. Rippin, traffic commissioner of the St. Louis Merchants Exchange, announces the following changes in rates on grain affecting this market:

Effective September 9, 1924, in Supplement 30 to 111 Cent. tariff No. 1537-D, the rate on grain from Havana, Ill. to St. Louis and East St. Louis, when originating on the Illinois River, will be reduced from 11½ cents to 7 cents per 100 pounds.

Transit at St. Louis—East St. Louis via Mo. Pac.

Effective September 18, 1924, in supplement 8 to Missouri Pacific Circular No. 2-3, the Missouri Pacific Railroad will extend its transit arrangements at St. Louis-East St. Louis on grain destined to New Orleans, La., for export, when originating at points on the Missouri Pacific Railroad in southern Kansas and southwest Missouri.

These rates will also apply on shipments reconsigned off-track as well as on shipments handled through transit houses at St. Louis and East St. Louis. This is a considerable extension of territory and results in balance from St. Louis-East St. Louis ranging from 2 cents to 8½ cents per 100 pounds lower than the proportional export rate of 18 cents from St. Louis-East St. Louis to New Orleans. Therefore, members should carefully analyze these transits in order to take advantage of the additional privileges available only on grain originating at country stations on and after September 18, 1924.

* * *

Effective August 20, 1924, the rates on grain and grain products from points on the Missouri Pacific, St. L. S. W. and St. L. & S. F. Railways were advanced about 1½ cents per 100 pounds on wheat and coarse grain between Cairo, Memphis, St. Louis, East St. Louis; also New Orleans and points basing thereon, approximately 6½ cents on wheat and 5½ cents on coarse grain.

This readjustment was necessary in order to restore the relationship between the various producing, milling and market points that existed prior to the increase in the rates from St. Louis, Cairo, Memphis, Ohio River Crossings and points north thereof, the Mississippi Valley under the Commission's decision in I & S Docket 1303, effective April 1, 1922. These rates were originally published to become effective March 18, 1924, but were suspended by the Interstate Commerce Commission for investigation. Hearing was held in St. Louis and the Commission recently issued its decision permitting the advances to go into effect, which will enable the St. Louis market to compete with the southeastern Missouri shippers on business to the Mississippi Valley on a better basis than heretofore.

Effective September 5, the privilege of shipping mixed cars of grain and grain products from St. Louis to southeastern territory at the carload rate has been established by publication of tariff. The following is the tariff authority: Note A, page 4, Supplement 9 to Speiden's Tariff 94-D, ICC No. 761.

* * *

News of the death of W. B. Anderson was received with much regret by his many friends in the trade. Mr. Anderson died at Commerce, Mo., in Scott County, on September 4, 1924, where he was born 82 years ago. His early life until 16 years of age was spent on a farm, after which he carried the mail from Commerce to Cape Girardeau until he became of age, when he entered into the mercantile business in which he was engaged for about 25 years. At the age of 45 he started the first flour mill in Scott County, which he ran for 10 years, when he came to St. Louis, obtained an interest in the firm of Billingsley & Nanson Commission Company, becoming one of its officers. When this firm was succeeded by the Nanson Commission Company he continued as an officer and was its president until a year ago when he retired and moved to Commerce, Mo., the place of

his birth, to spend the rest of his life. He was a member of the Merchants Exchange and the Presbyterian Church in St. Louis and of the Jordan Methodist Church in Commerce, Mo. He was well liked in his community, as can be witnessed by the fact that between 500 and 600 attended the funeral services.

GRAIN NEWS FROM BOSTON

BY L. C. BREED

The North Atlantic Grain Company, Boston, has been incorporated. The capital stock is \$200,000. C. Duthie is president and Max L. Land, treasurer. N. M. Patterson, of Fort William, Canada, is chairman of directors. The company takes over the grain business formerly conducted for many years by C. F. and G. W. Eddy, of Boston.

* * *

A meeting of grain dealers of Vermont was held at Burlington August 19. The purpose of the meeting was to discuss the formation of an association. An adjourned meeting will be held at Burlington during September, when it is hoped that a state organization will be formed.

* * *

Boston seed dealers state that, though the season had a late start owing to weather conditions, on the whole it proved to be satisfactory. Beside the usual call for grain and vegetable seeds, there is a steady enlargement in the demand for grass seed.

* * *

A concerted campaign is being conducted under the auspices of the Maritime Department of the Chamber to raise a large sum for use in conducting a publicity movement to boost the port of Boston. Recently, Mayor Curley recommended an appropriation of \$3,000 as the city's contribution to this fund. The Common Council subsequently unanimously passed an order authorizing the appropriation.

* * *

Following the stiff advance in grain that recently took place, corn and oats have ruled steady and firm. In millfeed, buying for future delivery is the main feature of the market. Offerings from Canada are increasing, mostly for prompt shipment. Concentrated feeds are held higher. The demand for cotton seed meal for forward delivery is good.

* * *

In hay and straw, conditions are normal for the season. Old hay is in slow demand, and while receipts are running light, offerings are in excess of the inquiry. New western hay is arriving in a moderate way. Receipts of hay for the month of August were 222 cars; straw seven cars.

* * *

Among the visitors to the Chamber during the month of August outside of New England, were the following: J. B. Smith, Salina, Kan.; R. W. Cole, Wilson, Kan.; F. Greutker, Buffalo, N. Y.; L. A. Dallinger, Bloomville, Ohio; L. A. Miller, Calcium, Pa.; Sam'l I. Pope, Libertyville, Ill.; Henry E. Roth, Warsaw, Ill.; C. B. Rogers, Minneapolis, Minn.; Frank J. Allen, Winona, Minn.; Frank Hutchinson, Lawrenceburg, Ind.; L. W. Ryder, Minneapolis, Minn.; Chas. B. Lee, Buffalo, N. Y.; N. M. Patterson, Fort William, Canada; S. Sutherland, Winnipeg, Canada; M. H. Davis, Little Rock, Ark.; J. A. Walter, Buffalo, N. Y.; W. H. Trafton, New York City; G. D. Robinson, Montreal, Canada; C. B. Blair, Duluth, Minn.; Foster L. Clapham, New York City.

* * *

Receipts of grain at Boston for the month of August were as follows: Wheat, 1,700 bushels; corn, 2,600 bushels; oats, 105,690 bushels; mill feed, 25 tons; cornmeal, 400 barrels.

NEW LIGHTS ON SIDELINES

BY TRAVELER

It's a far cry from gasoline to ice-cream cones, but the filling-stations, on the tourist routes through the East, make the jump easily. Not only do they sell ice-cream in large quantities, but they also sell soft drinks, hot dogs, etc. The receipts from these sidelines go far to cover the expenses of the filling-stations. In fact, it frequently happens that the side-lines assume first place.

Now, there isn't any reason why some of these unusual sidelines cannot be coupled up with the elevator business. Take soft drinks, for instance. There is a good profit in them, and a supply can easily be carried in the office of the elevator. On a hot day, when a number of loads are awaiting their turn, there would be a constant demand for refreshments of this sort.

The stock could be obtained easily, as the makers of these goods would deliver a supply by truck right at the elevator door, as well as the ice to cool it.

There are many other unusual sidelines which the truck freight companies have made possible for the elevator man to handle. There's the marketing of vegetables. Many of the elevators are so

situated that they can easily arrange with farmers to bring in a load of vegetables along with grain. Arrangements can then be made with truck lines to pick up these vegetables regularly and take them into market.

The matter of the possibility of spoilage could be easily overcome by making contracts with commission houses to pick up your daily receipts. It would also be possible to work through these houses on a commission basis. Eggs and other produce from the farm could be handled in the same way.

It would be possible to enumerate a great variety of things which the elevator man's close connection with the farmer makes him the logical man to handle, but this article is intended, merely, to point out to the elevator man that he can easily emulate the filling-station man and handle a group of sidelines, which, at first glance, appear to be far-removed from his particular business.

DEMONSTRATING INSPECTION

One of the most interesting exhibits at the Wisconsin State Fair just held in Milwaukee was that of the double space booth in the County and Farm Crops Building where E. W. Feidler, chairman of



E. W. FEIDLER

the Wisconsin Grain and Warehouse Commission, illustrated the work of that body.

The Grain Commission booth with complete equipment for testing and grading of grains proved a big drawing card for fair visitors. The Commission wanted to let the people of the state see just how grain is graded by impartial Government authorities, and show that the dealers themselves have nothing to do with the grading. The Commissioner explained to visitors that fraud is practically impossible now in grain testing. He explained also that Interstate Commerce Commission rules prohibit the opening of a car between the point of origin and the point of destination, so that grading must be done when the terminal market is reached.

The Commission also explained the details by which cars of grain are sampled to the very bottom, and how tests are taken in various parts of the car to make sure that a fair sample of the grain has been taken. Mr. Feidler maintains that the inspecting and testing of grain is a sealed book to the average farmer but when he sees the process of testing before his eyes in a sample demonstration, he will have more faith in the present grain marketing machinery.

Mr. Feidler was assisted by E. E. Kernan, assistant chief inspector, Charles Diffor, inspector, and Herbert Naud, supervising weighman. Almost 200,000 persons attended the Milwaukee fair.

Fumigation of Flour Mills and Elevators

By EUGENE ARMS*

THE problem of the proper fumigation of flour mills and grain elevators has always been an important one. Various methods have been developed which perform this function satisfactorily, but some methods which are most efficient from the viewpoint of fumigation alone, involve serious fire hazards.

The extermination of insects in flour mills and grain elevator properties is more difficult than in most industries, for the reason that the insects are, during the period of development, protected by a mass of grain or flour, and the adults, except for the moth types, remain within the stock. Different methods of fumigation must be used to exterminate the various insects. The Grain Weevil and Angoumois Grain Moth with larvae embedded in the kernel respond to one treatment, while the Yellow Meal Worm, the Black Carpet Beetle, the Cadelle, the Confused Flour Beetle and the Saw-toothed Grain Beetle require different treatment. The Mediterranean Flour Moth requires still another method of treatment.

Methods of fumigation or sterilization by heat have been developed which are fairly effective for each of the conditions but one of the most efficient methods of killing the Grain Weevil and Angoumois Grain Moth, from the standpoint of fumigation alone, introduces a very serious fire and explosion hazard. Carbon bisulphide, whether sold as such or disguised under a trade name, is exceedingly explosive, very much more so than gasoline. Its fumes ignite and explode spontaneously at comparatively low temperatures. Nearly every mill is regularly fumigated or sterilized, usually twice each year, and the importance of encouraging reasonably safe methods and prohibiting dangerous methods is readily recognized.

There are more than 70 species of insects in the United States which are listed as destructive to grain and grain products. Those most commonly known and most destructive are as follows:

Yellow Meal Worm. The larva is cylindrical, long, slender, more than one inch long when fully grown, waxlike in appearance. It resembles a wireworm. The adult is more than half an inch long, of beetle shape, shining and nearly black.

Confused Flour Beetle. The larvae are little white worms, about one-fourth of an inch long. The beetles are about one-sixth of an inch long, dark brown in color. These are the most common of the flour beetles.

Saw Toothed Grain Beetle. The larva is a slender, yellowish white and very active worm. The beetle is about one-tenth of an inch in length, slender, flattened and dark brown in color.

Cadelle. The larva is about three-fourths of an inch in length, with dark brown head and tail. The tail is split, ending in two horny points. The body is whitish and somewhat hairy. The beetle is black and about one-third of an inch long. The body and thorax are loosely joined.

Black Carpet Beetle. The larva is brown, about three-fourths of an inch in length, tapering toward the tail which ends in a brush of long hairs. The beetle is about one-eighth of an inch long, is oval and black.

Grain Weevil. The larva is a small maggot-like worm which works inside the kernel. The adult is a cylindrical beetle about one-sixth of an inch in length and with head prolonged into a snout. It is from shining chestnut brown to nearly black in color, and is very firm and hard.

Angoumois Grain Moth. The larva is of the common moth caterpillar type, one-fifth of an inch long, white with a yellowish head and six legs. It develops within the kernel. The adult is a small light grayish brown moth, measuring across the extended wings a little over half an inch, with wings narrow, pointed and bordered with long fringe.

Mediterranean Flour Moth. The caterpillar is whitish or pinkish, slightly hairy and about one-fourth inch in length. It spins tubes in the flour, causing it to become matted. The adult moth is less than an inch across the extended wings and is a slightly mottled dull gray.

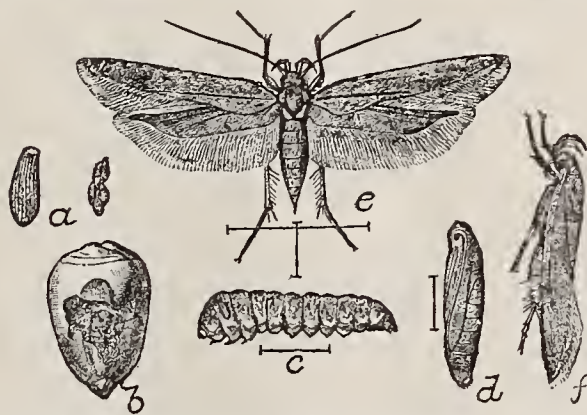
The first consideration should be given to the construction of the mill or the grain or flour storage. Buildings should be so constructed as to avoid damp dark places. Floors and walls should be joined so that accumulations along the edges and in the corners can be easily swept out. Floors of all basements should be concrete. There should be no concealed spaces, such as frame buildings sheathed on the inside, or in partitions with sheathing on both sides of the studding. All wood work should present a smooth surface and should be painted to close all cracks between boards. The usual type of old building can be very much improved along these lines by eliminating concealed spaces under bins, dead ends on conveyors, unused

spaces in bottom of conveyors, and inside sheathing, and by using paint liberally.

All machinery that does not rest directly on the floor without concealed space underneath, should be placed high enough to permit of thorough cleaning and brushing beneath. The bottoms of stock conveyors should be rounded to such an angle that the static stock in the conveyor will be reduced to the minimum. The hoppers of rolls should be constructed in such a manner as to allow no flour to accumulate in inaccessible places. Brushes are recommended on elevator leg belts to clean the interior of the elevator legs.

Until these breeding places are eliminated no method of fumigation will be found entirely satisfactory. The object of the above methods of construction is to promote cleanliness, but the object will be defeated if cleanliness is not then practiced. Dust or spilled stock should not be allowed to accumulate. Scrupulous cleanliness will eliminate to a very large extent the necessity for frequent fumigation.

Manufactured stocks are not generally assumed to be subject to fumigation. The fumes do not sufficiently penetrate the stock. Infected flour or meal should first be resifted through as fine a cloth as the stock will pass through. This removes all of the adults and larvae, but will not eliminate all types of eggs. It would seem that there is only



ANGOUMOIS GRAIN MOTH—SITOTROGA CEREALELLA. A. EGGS; B. LARVA AT WORK; C. LARVA, SIDE VIEW; D. PUPA; E. MOTH; F. MOTH, SIDE VIEW—AFTER CHITTENDEN

one method of killing the eggs absolutely, and that is by heat. Special machinery must be employed in the process, with steam usually acting as the heating agent. By the efficient application of this method the worst infected flour may be very effectively sterilized.

Carbon bisulphide is several times heavier than air and quickly flows to the bottom of a bin of grain, displacing the air. It is very toxic and for this reason it would be a very efficient fumigant for use in storage grains were it not for the fact that it is extremely explosive and is, therefore, too hazardous for general use. Many cases are on record of fumigation with bisulphide of carbon being the cause of explosions resulting in large property damage and some loss of life.

The wrecking of the Hurlock Milling Company, Hurlock, Md., illustrates the effect of a carbon bisulphide explosion. Two buckets of the liquid had been poured into the top of the steel tank which communicated to the elevator by a passageway. A few minutes later the owner attempted to tighten some loose bolts on the tank with a hammer. The explosion followed immediately after the blow of the hammer, and it is assumed that the hammer blow ignited the gas. One man was killed and others injured.

Carbon bisulphide gas ignites at a very low temperature. A case was recently reported from Kansas of some weevil-infected wheat being placed in a bin in a room with a gasoline engine. The engine was permitted to cool for three-quarters of an hour, at which time it was thought that there was no possible chance of danger. The exhaust pipe of the engine was still sufficiently hot to explode the gas, and the operator was badly burned. It does not take a flame or spark, or even a very hot sur-

face to ignite the carbon bisulphide gas and do a great deal of damage.

The product comes clearly within the classification of explosives in the standard fire insurance policy, and its use invalidates the contract. Nearly all insurance companies specifically prohibit its use and many of the railroads have prohibited its use for the fumigation of grain in cars. There are many fumigants on the market under trade names which use carbon bisulphide as a base. These should be classed with it in every way.

The hydrocyanic acid gas method is effective against all kinds of insects except those that are inaccessible to the fumes by reason of their location, such as weevil or beetles in grain or flour. This is the gas that is being used for execution of criminals in one state, and the inhalation of even a small amount of the gas is almost certain to be fatal. Therefore, it should never be used except under the supervision of someone who is fully conversant with its properties.

The mill must be specially prepared to make this method efficient. Before closing down the mill the feed should be stopped and all machines allowed to empty. The machines should be cleaned and brushed out, removing all accumulations of stock or dust, and left open. The entire plant should be cleaned as thoroughly as possible, and the cleanings removed and disposed of in such a manner as not to be brought back into the mill. The buildings must be made as nearly air tight as possible, pasting paper over or packing such cracks as cannot otherwise be closed. Each floor should be made entirely separate from the other floors. All belt holes should be stuffed with sacks and all elevator shafts closed.

To provide for ventilation after the fumigation, two opposite windows on each floor should be so arranged that they may be opened from the outside from a distance of a few feet. Danger signs indicating fumigation should be placed on all sides of the mill, and a watchman should be on duty to guard the mill during fumigation.

The necessary equipment consists of sodium cyanide, sulphuric acid, water, stone jars (four-gallon size), paper sacks (common manila, size Nos. 8 or 10, such as may be obtained from any grocer), and vessels for measuring and carrying the acid and water (one-gallon or two-gallon graniteware cups or pitchers are most convenient; tin vessels must not be used).

The formula for production of the gas is sodium cyanide 3 pounds, sulphuric acid 4½ pints, and water 9 pints. If the property is well constructed and reasonably tight, one pound of sodium cyanide is sufficient for each 1,000 cubic feet in basement, 1,200 cubic feet on first floor, 1,400 cubic feet on second floor, 1,600 cubic feet on third floor, and a proportionately larger amount for each successive floor. If the floors cannot be handled separately the amount should be increased on the lower floors and decreased on the upper floors, because the gas is lighter than air and rises.

The method of procedure is as follows: Measure into each jar the proper amount of water and distribute the jars so as to afford easy access to them in rows upon each floor of the building. Avoid placing them alongside of any belt, sacked material or anything that might be injured from spattering or leakage from the occasional cracking of a jar.

Measure out the acid and add it to the water in the jars. Always pour the acid into the water, not water into acid.

After the jars have been arranged and the acid added, the cyanide should be broken into small lumps, none of which should be larger than a hen's egg, and made up into three-pound packages in the double manila sacks; that is, one sack placed inside the other.

The cyanide should be handled with leather gloves, and out in the open air where the operator may avoid inhaling the dust. Care should be taken to avoid any particles flying in the eye or mouth. It is well to protect the eyes with goggles. A bag containing cyanide should be left at the side of each jar. Before dropping the bags of cyanide into

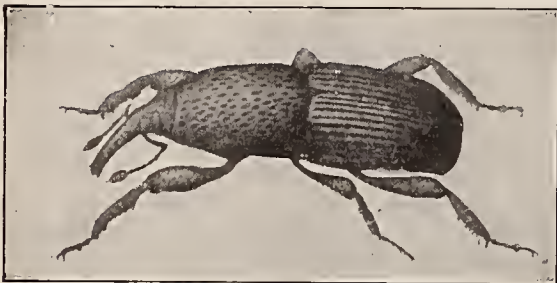
*From the July Quarterly of the National Fire Protective Association, Boston, Mass.

the jars, an inspection of the entire building should be made to see that all windows are closed and everything ready and in its place so that after the first jar has received its cyanide it will be unnecessary to stop to adjust anything. The operator should begin on the upper floor of the mill at the end opposite the stairway and place a bag of cyanide gently in each jar, passing quickly from one to the other, and from one floor to the next one below, closing the trap door, where the process is repeated until the lower floor or basement is reached where exit is made. The outer doors should be locked.

Hydrocyanic acid gas is extremely poisonous, and if the fumes are inhaled they are almost sure to prove fatal.

Experiments show that below a temperature of from 50° F. to 60° F. most mill insects are inactive and not affected by the gas; a day should be selected for the fumigation when the temperature is 70° F. or above. Everything should be done during the day so that the charge can be set off in the evening before dark. The building should be allowed to fumigate not less than 18 hours, and, when time will permit, from 24 to 36 hours.

After fumigation, the windows and doors should be opened from outside the building, for thorough ventilation. The building must not be entered until it has been aired for at least two hours. After this, the operator should enter to open up the stair doors and more of the windows, but should not remain in the building until it has aired for 15 or 20 minutes more. The liquid left in jars should be emptied into a sewer or pit, and care should be



22 times natural size. (After Girault)

THE GRAIN WEEVIL

used not to spill any on the person or in the plant. The jars can easily be washed with water.

As an alternative method, the sacks containing the cyanide may be suspended above the jars by strings pulled through staples and strings terminated on the outside in such a way that the sacks may be lowered into the jars after the building is locked.

A method has recently been perfected whereby the fumigation by the hydrocyanic acid gas method is entirely operated from the outside. The building is equipped with small copper hollow tubing with spray nozzles distributed through the plant in such position as to get the correct distribution of gas. The liquified hydrocyanic acid gas is shipped in cylinders under pressure, with valve to be attached to the terminal of the tubing system which is located on the outside of building. This system is very effective and when the ordinary precautions are taken, is safe. The nozzles can be placed in grain bins and weevils can be efficiently destroyed by this method.

The heat method of fumigation when properly applied is probably the most satisfactory. It kills all forms of vermin, larvae and eggs, and, when the equipment is once installed, is cheaper than other methods.

To be effective the temperature should be maintained at 125° F. for 24 hours.

Where steam heat is used the steam coils should be placed on or near the floor, since the heat from them rises, and it is very difficult to penetrate the cracks and crevices in the lower part of the room.

In a good brick mill with a steam pressure of 25 to 50 pounds, one square foot of radiating surface will heat 50 to 100 cubic feet of space. With a steam pressure of 90 pounds, about 75 per cent as much radiating surface will be required.

An idea of the radiating surface required for a good brick building with steam at 25 to 50 pounds

pressure and how it is distributed, is given by the table.

1st floor	1 sq. ft. radiating surface per	50 cu. ft. space
2nd floor	1 sq. ft. radiating surface per	60 cu. ft. space
3rd floor	1 sq. ft. radiating surface per	75 cu. ft. space
4th floor	1 sq. ft. radiating surface per	90 cu. ft. space
5th floor	1 sq. ft. radiating surface per	110 cu. ft. space

In using the heat method, it is desirable, if possible, to choose a bright warm day, when the temperature is 70° F. or higher, and apply the heat immediately after shutting down. A windy or rainy day should be avoided. All machines, elevator heads and boots, conveyors and spouts should be opened up to give the heat a chance to penetrate. All openings between floors should be closed and all windows should be protected by paper or blankets to prevent loss of heat. Two thicknesses of building or car lining paper have been found to be the most practicable means of insulation. There should be a thermometer on each floor and in each division. The men in charge can and should make frequent inspections without inconvenience, and, by the aid of the thermometer, can regulate the temperature. There should be three men on duty, each man making a round every hour, thereby bringing the inspections 20 minutes apart. At every round the reading of the thermometer should be taken and recorded.

In northern territory, where temperatures of 20 to 25 degrees below zero are not uncommon, the mill may be rid of insects by freezing. In the freezing method a mill is emptied and all windows and doors are opened and left open for four or five days with the result that all trace of insect life is destroyed. The mill must, of course, be provided with suitable watchman service during this period.

There are on the market two processes of generating fumes by heat, either by direct burning of a saturated paper, or by heating a powder on an electric plate, and forcing the smoke into the individual machines by a fan. These processes have been widely used with reported success in many instances. They are, however, too local in their application to be generally considered efficient.

There are on the market a number of fumigants for which the manufacturers claim success. They may be classed under three combinations. The ones having refined petroleum as a base are generally very effective in penetrating the cracks in the walls of a wooden bin, and preparing it for the storage of stock. Those based on carbon tetrachloride, with a sulphide as the principal killing agent, are claimed to be very effective. Difficulty has been experienced in getting the correct amount of sulphide. Too much bleaches the grain, and lesser amounts do not make the gas sufficiently toxic. This combination is being quite extensively used, and is well recommended by many users. Combinations of carbon bisulphide and other agents are quite common, but the more toxic combinations are also the more explosive, generally speaking.

Professor Chapman of the University of Minnesota has perfected and subjected to every possible test a combination of the army tear gas (chloropicrin) and carbon tetrachloride. Baking tests on flour and chemical tests on wheat show that the gas leaves no trace on the product. The gas is very heavy and permeates a bin of grain quickly. It is very much more toxic than any fumigant now used. It is necessary to use a gas mask in the handling of this fumigant. Chloropicrin is not a deadly poison, but it has an exceedingly painful effect on the eyes, although the eyes are not considered to be permanently injured by contact with the gas. The regulations of the railroads regarding the shipping of poisonous gases have made it impossible up to the present time to interest any manufacturer in preparing this fumigant commercially, but these obstacles are being removed and it is hoped that the fumigant will soon be available.

ACCORDING to the official estimate, and as compared with 1923 crops, wheat this year shows a prospective decrease of 21 per cent in Hungary, rye shows 22 per cent, barley 41 per cent and oats 35 per cent. It is admitted that if these estimates materialize, Hungary will have little exportable surplus of breadgrains next year.

FIRE DESTROYS BUFFALO ELEVATOR

By ELMER M. HILL

Fire believed to have been caused by a dust explosion in the cupola completely destroyed the Exchange Grain Elevator on the Erie Basin at Buffalo, N. Y., on the afternoon of September 8 with a loss estimated at \$500,000. The fire was the most spectacular ever seen along the Buffalo waterfront. Flames more than 50 feet high leaped out of the roof the corrugated iron shell structure for more than two hours. Firemen were unable to pour water into the top of the blazing structure because of the intense heat and fear of a total collapse of the building.

Every available piece of motor fire apparatus in the city including fire tugs poured water into the structure for hours before the blaze could be placed under control. Then the building was doomed and the firemen centered their efforts to save nearby freight houses and other structures.

The Exchange Grain Elevator is one of the older wooden elevators in the Buffalo Harbor of which only a few now remain. It had storage space for 700,000 bushels of grain and the main elevator unit and movable marine tower was 180 feet



EXCHANGE ELEVATOR AT BUFFALO IN FLAMES

high. It was about one-third filled with grain, largely wheat and some oats.

The flames started about noon in the cupola of the elevator. The breaking of a belt is said to have been responsible for sparks igniting grain dust and an explosion followed. Three elevator men escaped from the burning building and none of the company's employees was injured. The fire spread to the chutes connecting four large grain storage tanks adjoining the elevator but these were kept wet by the firemen and the fire did little damage to the steel tanks.

Within 15 minutes after the explosion, the entire structure was doomed. Flames shot high out from the cupola and from the upper windows. Fanned by a lake breeze, the interior of the elevator was soon a roaring furnace and the firemen admitted little could be done to save the structure except to let it burn out. On account of the building being a wooden structure the fire made rapid headway and the danger to nearby buildings great.

The destruction of the Exchange Grain Elevator removes another of the old landmarks along the Buffalo waterfront. The old frame elevators are gradually being replaced by modern concrete structures. Only a few wooden elevators remain in the harbor, among these being the Export and the Evans, near the harbor entrance.

ASSOCIATIONS

CONVENTION CALENDAR

September 21—U. S. Feed Distributors Association, Cincinnati, Ohio.

September 22—Weighmasters' Scalemen's Annual Conference, Hotel Gibson, Cincinnati, Ohio.

September 22-24—Grain Dealers National Association, Hotel Gibson, Cincinnati, Ohio.

October 3—Southern Ohio Feed Dealers Convention, Y. M. C. A. Convention Room, Washington Court House, Ohio.

FEED DISTRIBUTORS CONVENTION

Concurrently with the National Grain Convention, the United States Feed Distributors Association will hold its annual meeting at the Hotel Gibson, Cincinnati, Ohio, on September 22 and 23. The annual meeting will be preceded on September 21 by a meeting of the Executive Committee of the Association.

Secretary C. G. Wehmann, 132 Corn Exchange, Minneapolis, Minn., has issued a notice saying that important amendments to the by-laws will be considered, and national trade rules governing transactions in feedstuffs will be gone over thoroughly in the light of the past year's experience with the amended rules. He looks forward to a successful meeting, and requests that members who have not already done so advise him promptly as to their intention with regard to attendance.

IMPORTANT TRANSPORTATION QUESTIONS CALLED UP

Henry L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Association, has called a meeting September 18 at the Washington Hotel, Washington, D. C., to consider certain phases of transportation prior to the annual convention. One of the topics to be considered is Rule 16, which has created hardship and placed a burden on the grain trade.

In his notice, Mr. Goemann states that J. S. Brown, of the Chicago Board of Trade, has suggested charges of the carriers in a circular to the National Industrial Traffic League, as follows:

\$6.30 per car to be reduced to \$5.00 per car.
\$2.75 per car to be reduced to \$2.00 per car.
\$1.35 per car to be reduced to \$1.00 per car.

Mr. Brown also requests a reduction in demurrage charges which would to some extent apply in connection with reconsignment and diversion charges. It is also likely that Rule 4, which relates to the issuance of bonds, will be up for discussion.

OHIO FEED DEALERS TO ORGANIZE

A convention of the Southern Ohio Feed Dealers is being called at the Y. M. C. A. Convention Room in Washington C. H., Ohio, on October 3. The meeting has been fostered by the Nowak Milling Corporation, of Hammond, Ind., and President M. M. Nowak of the company will make the address of welcome. Virgil Vincent will be acting chairman, and among those scheduled to address the meeting are H. M. Fite, who will explain the functions of the meeting; Herschel N. Bunnell, who will talk on "Experiences Learned in Building Up a Retail Feed Business;" M. S. Daugherty, president of the Midland National Bank, whose speech will deal with the financial outlook concerning future agricultural interests; and R. H. Tolle and Mr. Coburn.

Considerable benefit can be derived from the proposed organization of feed dealers in this area, and it is expected that the profitable program arranged will bring forth a goodly attendance.

SCALEMEN SCHEDULE ANNUAL CONFERENCE

Secretary Ewert has announced that the Weighmasters' Scalemen's seventh annual convention will be held at the same place and convene the same day as the Grain Dealers National Convention. A good program has been arranged and it is expected that the scalemen will respond to the cordial invitation which has been extended for

them to attend. Notice was given more than a month prior to the meeting date, and with it a request that members having any subjects for discussion forward them at once. Headquarters will be at the Hotel Gibson, in Cincinnati, September 22.

ANNUAL MEETING OF MICHIGAN ASSOCIATION

On August 15 the Twenty-Third Annual Convention of the Michigan Grain and Hay Association was convened in the Masonic Temple Auditorium at Adrian, Mich., by President L. M. Swift. There were about 130 shippers and receivers present. The welcoming address was given by George L. Bennett, president of the Chamber of Commerce, and the response was given by S. O. Downer, of Saginaw.

President Swift said that there was no quorum when the directors met the previous night, but that he would outline some suggestions on their behalf. He went on to say:

"It is recommended and suggested that immediate steps be taken either materially to reduce the reconsigning charges now in effect in various markets or more free time be allowed on shipments arriving prior to the arrival of necessary clearance papers. It is apparent this year that the carriers are moving shipments to destination in a surprisingly short length of time. Several instances have been brought to my attention where cars have been hauled as far east as Buffalo from Michigan in a single day.

"We certainly are thankful for such excellent service, but the free time allowed is not sufficient to enable us to get the papers through the banks before car service and reconsignment charges accrue. This question has been up many times before, but as yet nothing has been accomplished and I strongly urge that our association pass a resolution that will definitely express our feelings on this matter.

"It is also suggested that elevators located in sections of the state where moisture has been excessive use extreme caution in purchasing new crop wheat. Many cars arriving at terminal markets have shown a high moisture content and it is needless to say that discounts are heavy. Know exactly what you are buying at all times and sell your grain for just what it is. The discounts on grain sold on sample as a general rule are not as large as grain sold on Government grades and later discounted when it fails to grade as sold.

"At this time of year, shippers are generally seriously handicapped by the inability of the railroads to furnish empty cars for loading. Your association will be of service to you in this regard and our traffic committee stands ready and willing at all times to take such matters up for you.

"Present conditions in the trade clearly demonstrate the fact that we have definitely emerged from the difficult times of the recent past and it is pleasing to observe how rapidly the horde of reformers who have constantly attempted to sidetrack supply and demand for some untried theory are disappearing. With a substantial advance in grain prices and a much more hopeful and constructive world condition there is every reason to believe that the present year will rectify many of the ills accumulated during the past period of deflation and leave everyone from the farmer to the ultimate consumer in a more hopeful frame of mind. In other words, I firmly believe that we can discard the flat tires on which we have been bumping along and start riding on balloons. But we cannot afford to jeopardize the many apparent advantages that we have gained by becoming disorganized.

"There never before in the history of the trade was a period when we could accomplish more than at present. The time is here when we must have more faith in each other and combine forces so that we can successfully lay the ghosts of the past.

"The grain and hay dealers must not forget their organization just because we have for the time being escaped a crop of reformers who threatened to throw us on the scrap heap. We must not forget that a disorganized grain trade could never have successfully aroused public opinion to the point of defeating the reformers' McNary-Haugen bill and other measures only a little less harmful in the last congress. A strong state organization is important and so I ask you to give your loyal support to the Michigan Hay and Grain Association, which is directly concerned with the problems of every one of you. It is your spokesman, your bureau of information and your court of arbitration and appeal. Make use of its functions. If you have an idea that will benefit the trade do not keep it hidden, but write your secretary and through him tell your fellow members. Be friendly, even your competitor may be a pretty good fellow when you get inside his shell. Get him to join the Association and let us all boost together for our own good and the good of the Michigan Hay and Grain Association."

The secretary-treasurer, T. J. Hubbard, of Lansing then gave his report. After alluding to various activities of the association and his own activities in the past year, he continued:

"The most serious matter in connection with legislation, which we had to fight during the past five years, came before Congress the early part of this year in the form of the McNary-Haugen bill, which was offered by its sponsors as a panacea for all the trials and hardships which not only the farmers of the Northwest, but other sections of our country as well, have suffered the past three years. The bill as originally drafted was one of the most vicious pieces of legislation ever offered to Congress, so much so that it had to be revised before the committee to which it was referred would consider it, and even after it was revised it was found that it did not furnish the relief claimed by those who were anxious to see it become a law. As to the final demise of the bill I will leave it to President Watkins of the Grain Dealers National Association, who

will be with us this afternoon, to tell you what happened in Washington. I, however, wish to say in conclusion on this subject that your Association was in on the fight, as my Bulletins 5 and 6 plainly showed, and your secretary spent considerable time in writing congressmen and senators from our state, also prominent shippers, millers, and farmers, seeking their help in the effort made to prevent the passage of the bill.

"In my report of last year, I called your attention to my Bulletins 7 and 8 of the previous year, in which I listed several receivers of grain and hay in eastern states who, several of our members had found from experience, used unbusinesslike methods in the conduct of their business, such as demanding excessive rebates on shipments of grain and hay on the slightest technicality, more especially if the market happened to be lower when the car reaches its destination than it was the day the order was booked. The law permits us to exchange information of this kind in the form of sealed first class mail matter, therefore I want every one of our members to bear this in mind from now on, and when they receive unfair treatment from a customer, and they are positive that the customer's complaint was not warranted, to give me the facts in the case for my file, so that I can report the name of the party to our members through the bulletins. Whenever you see firms listed in my bulletins as being undesirable customers, you can obtain full details of the case by writing me a letter, except that the name of the shipper will not be furnished in my reply. I want you all to try to appreciate the losses that can be saved our members, by reporting these unscrupulous receivers to your secretary, and co-operate with him more closely along this line during the present fiscal year."

He also discussed memberships at considerable length, and collection of dues.

The treasurer's report showed cash on hand August 12 of \$309.01.

Other prominent speakers who addressed the convention were A. P. Sandles, of the National Agstone Association, Columbus, Ohio; F. E. Watkins, president of the Grain Dealers National Association, Cleveland, Ohio; William E. Murphy, of the Horse Association of America, Philadelphia, Pa.; George F. Brown, president of the National Hay Association, Charleston, W. Va., and L. E. Marshall, of Lansing, Mich.

Mr. Brown said, in part:

"You men are all more or less familiar with the history of the National Hay Association and how, prior to its existence, the handling and the marketing of the hay crop, one of the major farm products, of immense value and importance, was to say the least, a rather unsatisfactory and questionable proposition. The industry from a commercial standpoint was in a real chaotic and deplorable condition. No grades, no rules, no system, no restrictions, in fact it was very much of a game of do the other fellow first, or before he does you. I regret to say that this same game is apparently in vogue in some scattered locations still, but such conditions are fast being remedied and corrected by just such organizations as represented here today. Along early in 1893 some few hay dealers from New York and nearby states met at Syracuse, for conference and discussion relative to and for the betterment of the hay trade in general. This first gathering was followed by several semi-annual meetings which finally resulted in the National Hay Association being formed January 2, 1895, at Cleveland, Ohio, and I can properly add right here that your own state of Michigan played some real part in the final formation of the organization. From the small but wisely founded and properly launched beginning of 31 years ago has grown the organization of today, of national importance, and of national influence, and functioning actively in practically every state of the Union and in Canada, composed of nearly 1200 loyal and true members of sterling worth, real character and high ideals, and all laboring for the same worthy object.

"We understand, of course, and appreciate the fact that affiliation with the National Hay Association—or with the Michigan Hay and Grain Association, Mr. Swift—or with the Grain Dealers National, Mr. Watkins—or with any other organization—cannot and will not create a new man altogether and at once of a person without character, but we do contend that any man, be he only half-way honest with himself and his organization, is a better man for having affiliated with any of our different Associations. This is a rather broad statement, but when you reflect that all such affiliation reaches out and has much effect beyond our local confines, you can see my point; and here, men is the one big idea, it is strictly up to us all as members of our several trade organizations and as 20th Century business men to realize that some self sacrifice is necessary if our hay and grain businesses—really all lines—and our very civilization is to survive, and we must most assuredly be ready and willing to do our bit and direct our Association activities and virtues against selfishness, dishonesty, sharp and shady business practices, and against all forms of Bolshevism. Strength of character is what we need and must develop; strength of mind and soul is necessary and is good, but strength of character and a will and determination to act are imperative and paramount in the present times so pregnant with possibilities from an association or trade organization standpoint, and my main thought and point is: 'Let's all be ever on the alert, every man of us up and doing, and be doers of, and for our different trade organizations and not only hearers, or dead ones.'

"I had intended gossiping at least for a while today on grades and traffic or transportation problems, two very vital and important questions, as I see them, confronting our particular Association at this time, but not wishing or intending to over-run the 15 minutes allotted for this, my first appearance here, because I want to come back in good standing with you all again sometime, I shall pass over these subjects by merely telling you that the National Hay Association hopes to and shall certainly strive to continue to make real progress in this direction in the future as it most assuredly has in the past—it being the desire and intention of the present administration by, and with the proper support and co-operation of the membership to be both progressive and aggressive along these and all lines of real importance and of benefit to us all, and we consider we have already made a long step forward toward improving grade and transportation conditions in the National Hay Association by having solicited, secured and duly appointed to these two important committees a member of each from your own local organizations, your own well known fellow-members and neighbors, Harry Northway of Albert Todd & Co., Owosso, Mich., and Sid Downer of Chas. Wolohan, Inc., Saginaw, Mich., as members of the Grades and Transportation Committees respectively, both of whom we have good reasons to believe and feel will function creditably and will jealously guard and properly protect your local as

THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Third Year

well as national interests, on these two important committees. With the further assistance of your own fellow-townsmen, likewise fellow-member, Bill Cutler of Cutler Dickinson Company of Adrian, as a member of the new but very important committee on Horse Publicity of the National Hay Association, who has agreed to serve us this year to help devise means and ways to co-operate with the Horse Association of America, plus the wise counsel, sound advice and good judgment forthcoming from another of your fellow-members, Bill Biles of Saginaw Milling Company, Saginaw, who is a director and member of the Executive Committee of the National, and also your near neighbor and fellow-member, J. F. Utley of Detroit, our state vice-president for Michigan, you can readily see we freely predict that your own State of Michigan and the Michigan Hay and Grain Association will play a very important part in National Hay Association affairs this year.

"You know the scientists tell us there is a natural law which automatically brings all things into their appointed own, such as water will find its level—murder will out—the devil gets his dues, etc.—and it is to my mind, men, only inevitable that our different trade organizations and associations following as they do a definite standard of practice and procedure, and based as they are on sound logical business and high ethical ideas, and having only the desire to advance the general interests of their members, which in the final analysis is the general interests of our communities, towns, cities and states, and finally our Nation, that they cannot help but succeed and succeed beyond our fondest dreams to put our entire business structure on the highest plane possible, and to quickly—not slowly—come into their appointed own."

The officers elected for the next fiscal year were as follows: President, H. R. White, Scotts; first vice-president, A. Goulet, Midland; second vice-president, D. R. Agin, Battle Creek; secretary-treasurer, T. J. Hubbard, Lansing, and directors, F. E. McGunagle, Snover; R. A. Maley, Ann Arbor; L. M. Swift, Lansing; Joseph Jeffords, Port Huron, and F. L. Young, Lansing.

ANNUAL MEETING OF NEW YORK HAY AND GRAIN MEN

President Raymond J. Bantel, of Rochester, opened the proceedings of the Nineteenth Annual Convention of the New York State Hay and Grain Dealers Association at Syracuse, August 28 and 29. The attendance was large, and more members were present than had attended any of the Association meetings for several years. The president struck the keynote of the occasion when he called attention in his opening address for the necessity of dealers taking steps to increase their present markets and creating new markets.

Among those who spoke were Warren H. Dean, of Auburn; George E. Morrison, of Baltimore, and H. A. Bascom, of Boston, first vice-president of the National Hay Association. Secretary Quinn, of the National Grain Dealers Association was in attendance and talked on legislation.

D. J. Simms said that he believed the most important problem today for those engaged in the hay business was the subject of grades and grading. After a few preliminary remarks on the subject, he went on to say:

"It is time that we had uniform grades covering the whole country. Some will say that the National Hay Association grades do this, but the eastern men have always contended that they were unworkable in the East and that they were too elastic. You will not find one man in 10 in the East using them.

"Believing that Federal grades could be made workable, our Association adopted them last year, being the pioneers in this respect. Other city organizations have since done likewise. Some other associations have refused up to now to adopt Federal grades. You can hear various reasons given why we should not use Federal grades.

"One reason is that we do not want any more Government interference in our business. I do not want any either. I feel that this is not interference but an honest attempt of the Department of Agriculture to put the hay business on a better and more workable basis. Others say that the grades are all right in theory but will not work in practice. I have talked with the men who have worked out the grades and they realize that changes will probably have to be made as their use may show. There will be no trouble on this score.

"Various other reasons are given why Federal grades should not be used, most of which are minor and of little importance. For instance, several men were discussing the matter at Cedar Point, one stating that they were too strict, and another contending they were too lax, still another that we could never educate our customers to their use. The real reason that uniform grades are opposed is the natural hesitation we all have in tackling something new, fearing that the other fellow will have some advantage over us.

"Among ourselves we have been trying for the past 30 years to make grading rules satisfactory to all and have not succeeded. I believe Federal grades are the answer. To me it matters not what we call a certain quality of hay so long as everybody else calls it the same. They will do away with thousands of disputes. They will make it possible to have cars graded and certificate issued at shipping point, this certificate being acceptable evidence in court without recourse.

"Growers can easily be made familiar with the grades thereby aiding them in knowing values. The farmer has never accepted any grades made by dealers but will accept Federal grades as being made and under the supervision of disinterested parties. Buyers should then purchase hay strictly on the relative value of the grades instead of the loose methods in use today. You will then see the grower taking more interest in growing, harvesting and baling his hay. Pay him for quality and he will furnish it, weather permitting.

"With the methods of schooling used by the Department of Agriculture, for both inspectors and men engaged in the hay business, we can easily have a better idea of Federal grades than we ever had of the various grades now in use. The school conducted in Auburn last year is good proof of this. It will be possible to have these schools in every section of the country, making this instruction available to every one.

"I would much rather compete with men who have a thorough understanding of grades than buyers who

learned what they know about hay on a hay press or loading platform. With a thorough program of education and co-operation between the grower, shipper, receiver and consumer, with Federal grades as a national basis, at least 90 per cent of the hay man's problems will be solved."

A banquet was held at the Onondaga Hotel, with Dr. C. Wallace Petty, of Pittsburgh, presiding as toastmaster. Colonel Peter E. G. Traub, of New York, was the principal speaker.

The officers were re-elected: President, Raymond J. Bantel, Rochester; vice-president, W. J. Close, Schenectady; secretary-treasurer, D. Clifford Jones, Weedsport; traffic manager, D. J. Simms, Auburn; chief inspector, S. N. Swarthout, Auburn, and directors, B. E. Rouse, Geneva, and F. M. Williams, New York.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for August:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	1,424,438	2,048,924	823,653
Corn, bus....	65,116	47,773	.....
Oats, bus....	135,052	104,409	.....
Barley, bus..	1,390	.....	.....
Rye, bus....	18,045	67,820	17,143
Malt, bus....	7,324	7,020	1,317
Millfeed, tons	507	1,659	.....
Straw, tons..	65	69	.....
Hay, tons....	840	1,140	.....
Flour, bbls..	140,441	162,634	34,582

CAIRO—Reported by M. C. Culp, chf. gr. insptr. and weighmaster, Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	112,683	330,912	100,445
Corn, bus....	73,245	54,202	25,486
Oats, bus....	1,548,494	1,724,556	1,080,442

CHICAGO—Reported by J. J. Fones, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	28,237,000	22,210,000	17,809,000
Corn, bus....	7,736,000	9,358,000	3,376,000
Oats, bus....	9,981,000	9,943,000	2,967,000
Barley, bus..	775,000	1,222,000	173,000
Rye, bus....	1,304,000	360,000	213,000
Timothy Seed, lbs.	3,698,000	5,386,000	1,040,000
Clover Seed, lbs.	40,000	272,000	227,000
Other Grass Seed, lbs.	1,223,000	2,086,000	1,152,000
Flax Seed, bus.	27,000	24,000	1,000
Hay, tons....	7,868	6,858	94
Flour, bbls..	1,064,000	863,000	663,000

CINCINNATI—Reported by D. J. Schuh, executive-secretary of the Cincinnati Grain & Hay Exchange.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	2,209,200	1,195,200	625,800
Corn, bus....	309,600	290,400	206,200
Oats, bus....	658,000	544,000	332,000
Barley, bus..	2,800	7,800	.....
Rye, bus....	61,600	69,000	9,800
Hay, tons....	7,260	3,949	.....
Flour, tons..	1,140	810	.....

DETROIT—Reported by C. B. Drouillard, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	219,000	.....	6,000
Corn, bus....	13,000	.....	.....
Oats, bus....	236,000	.....	2,000
Barley, bus..	1,000	.....	.....
Rye, bus....	15,000	.....	.....

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	2,916,733	3,410,815	2,223,224
Corn, bus....	600,325	21,681	324,320
Oats, bus....	1,646,226	110,300	346,242
Barley, bus..	602,353	432,254	296,780
Rye, bus....	1,526,542	1,401,033	1,188,282
Flax Seed, bus.	26,010	225,360	118,604
Flour, bbls..	912,135	.....	984,255

FORT WILLIAM, ONT.—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	1,305,379	2,035,772	9,189,240
Corn, bus....	.....	3,110	5,468,412
Oats, bus....	815,951	896,358	2,197,844
Barley, bus..	224,526	419,487	1,071,653
Rye, bus....	245,858	551,918	242,524
Flax Seed, bus.	27,106	28,124	238,778

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	1,352,000	2,126,000	489,000
Corn, bus....	923,000	1,064,000	846,000
Oats, bus....	2,550,000	2,122,000	1,780,000
Rye, bus....	31,000	110,000	34,000
Flour, bbls..	54,367	41,222	.....

KANSAS CITY—Reported by W. R. Scott, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	23,696,550	12,313,350	12,991,050
Corn, bus....	1,032,500	1,077,500	770,000
Oats, bus....	829,600	1,892,100	111,000
Barley, bus..	40,500	265,500	13,000
Rye, bus....	51,700	34,100	24,200
Bran, tons..	6,620	3,200	23,180
Kaffir Corn, bus.	105,600	35,200	185,000
Hay, tons....	27,240	21,672	5,460
Flour, bbls..	60,775	90,675	547,625

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	2,551,000	257,600	1,735,954
Corn, bus....	1,163,000	1,246,610	689,022
Oats, bus....	2,169,200	3,399,000	527,684
Barley, bus..	616,000	872,160	93,500
Rye, bus....	168,385	127,350	93,390
Timothy Seed, lbs.	312,800	120,343	190,837
Clover Seed, lbs.	42,210	42,518	324,866
Malt, bus....	106,400	36,100	384,155
Flax Seed, bus.	4,290	35,750	1,827
Feed, tons...	5,350	10,620	11,828
Hay, tons....	1,266	672	274
Flour, bbls..	342,940	274,060	75,520

MINNEAPOLIS—Reported by G. W. Maschke, statistician of the Chamber of Commerce.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	8,470,430	10,930,850	4,504,800
Corn, bus....	689,540	449,490	289,330
Oats, bus....	5,350,170	3,802,270	1,225,020
Barley, bus..	1,483,890	1,941,030	1,179,720
Rye, bus....	1,256,700	1,499,960	410,690
Flax Seed, bus.	269,000	1,019,110	32,840
Hay, tons....	1,738	1,820	243
Flour, bbls..	52,259	121,885	1,123,030

MONTREAL—Reported by J. Stanley Cook, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	11,956,041	11,238,619	7,258,470
Corn, bus....	10,088	231,214	1,068
Oats, bus....	1,394,843	2,360,817	657,055
Barley, bus..	520,655	1,612,983	229,191
Rye, bus....	460,189	1,418,951	449,997
Flax Seed, bus.	49,305	11,000	.....
Hay, tons....	29,885	47,552	8,913
Flour, bbls..	274,002	328,663	389,354

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	2,163,000	2,232,617	2,011,000
Corn, bus....	214,500	448,100	44,000
Oats, bus....	1,370,300	838,000	929,000
Barley, bus..	854,900	617,000	704,000
Rye, bus....	1,044,000	1,100,500	416,000
Timothy Seed, lbs.	.....	.....	490
Clover Seed, lbs.	1,616 bus.	250 bags	20 bags
Flax Seed, bus.	266,800	977,000	.....
Hay, tons....	5,387	6,504	5,436 bales
Flour, bbls..	408,770	628,920	388,000

OMAHA—Reported by E. P. Manchester, secretary of the Omaha Grain Exchange.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	9,969,400	2,909,200	7,014,000
Corn, bus....	1,765,400	1,873,200	1,430,800
Oats, bus....	1,514,000	2,876,000	818,000
Rye, bus....	176,400	145,600	102,200
Barley, bus..	129,600	150,400	64,000

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	672,850	657,750	560,200
Corn, bus....	1,171,850	1,860,150	604,150
Oats, bus....	951,200	1,618,600	459,000
Barley, bus..	36,400	47,600	26,600
Rye, bus....	30,000	7,200	25,200
Mill Feed, tons	23,040	29,480	21,443
Hay, tons....	3,940	4,700	70
Flour, bbls..	195,600	145,000	182,200

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	1,694,050	2,432,734	1,106,375
Corn, bus....	25,197	59,105	.....
Oats, bus....	187,734	121,118	.....
Barley, bus..	.....	7,595	.....
Rye, bus....	7,595	5,041	.....
Flour, bbls..	197,238	273,464	24,381

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	9,200,207	5,833,986	4,964,230
Corn, bus....	1,971,252	2,581,800	1,458,020
Oats, bus....	3,684,175	3,434,000	2,576,280
Barley, bus..	76,800	121,600	20,500
Rye, bus....	118,300	107,925	82,500
Kaffir Corn, bus.	25,200	14,400	40,920
Hay, tons....	10,330	8,004	3,345
Flour, bbls..	430,960	445,590	501,560

SUPERIOR—Reported by E. W. Feidler, chairman of the Wisconsin Grain and Warehouse Commission.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus.	1,638,665	1,953,724	1,846,724
Corn, bus.	497,466	26,831	32,000
Oats, bus.	2,015,193	129,237	506,958
Barley, bus.	828,052	474,299	54,161
Rye, bus.	729,741	1,014,128	599,574
Bonded Wheat, bus.	6,328	49,247	806,202
Bonded Barley, bus.	1,779	.....	272,869
Bonded Rye, bus.	6,944	25,158	30,313
Bonded Oats, bus.	10,292	81,706	21,003
		26,990	12,228

HAY, STRAW AND FEED

PLUG TRACK CHARGE CONDEMNED

The Federal court has held upon an agreed statement of facts that a plug track is an industrial track, a so-called private industry track as distinguished from public delivery tracks, and in a recent case where the tariff did not provide for a charge for placing cars on such private track, Judge Hickenlooper interpreted the tariff contrary to making such a charge. The issue arose in the case of the Baltimore & Ohio Railroad vs. the Cincinnati Grain & Hay Company, and the charge of \$3 (\$2.70 at the present time) for the use of the plug track on shipments of hay placed there for inspection was condemned.

NEW FEEDSTUFFS LAW

South Carolina Department of Agriculture officials have been granted considerable power under the new feedstuffs law. The Department can inspect and analyze all feedstuffs and withhold from the market all below requirements; it may choose either to destroy or return to manufacturer all condemned feeds; the manufacturer may be allowed to reship it in the state after it had been brought up to requirements.

Under the law all commercial feedstuffs offered or exposed for sale must be registered every January 1. Registration must show minimum percentage of crude protein and fat, maximum percentage composing the feed. Weights of bags or packages must be indicated, and all feeds must be marketed in standard weight bags of 25, 50, 75, 100, 125, 175 or 200 pounds.

HAY IMPORTATIONS INTO CANADA FORBIDDEN

The importation of hay, straw, forage, millfeed or other materials used for feeding livestock from all countries other than the United States has been prohibited by the Canadian Minister of Agriculture, owing to the prevalence of the hoof and mouth disease. The order reads as follows:

1. The importation into Canada direct of hay, straw, forage, millfeed or other materials for use in the feeding of live stock from all countries other than the United States is hereby prohibited.

2. The importation into Canada via the United States of hay, straw, forage, millfeed or other materials for the use in the feeding of live stock, from all countries other than the United States is prohibited unless such importations have conformed to such requirements as the United States Treasury and Department of Agriculture have in force at the time of entry into the United States as would permit importation into the United States.

HAY AT ST. LOUIS

The Timothy hay market continues to rule firm on standard and No. 1 Timothy, also on good No. 2 Timothy, but ordinary No. 2 and the lower grades are dull and relatively low priced, says the Graham & Martin Grain Company of St. Louis, under date of September 9. There continues an excellent demand for the better grades of hay. Only a small per cent of the daily receipts is of desirable hay, which is the occasion of the big spread of values between good and poor hay. Everything is cleaned up fairly well, but off grade hay has to be traded to effect sales. We look for no improvement in the demand for off grades until cold weather sets in.

Light Clover Mixed hay steady with an excellent demand for high grade Light Mixed. Medium and lower grades quiet but steady.

Heavy Clover Mixed hay firm with a right good demand for good Heavy Clover Mixed.

Pure Clover hay firm, offering light and there is an excellent demand for good No. 1 pure Clover. The lower grades are quiet but steady.

The Alfalfa hay market firm, receipts of Alfalfa are light and demand right good for the better grades. The lower grades are in liberal supply and dull.

FEDERAL HAY LABORATORIES

The Department of Agriculture has opened a laboratory at 1513 Genesee Street, in Kansas City, Mo., to further the standardization of hay and broom corn. This office, which was opened August 1, will be used as a field headquarters for the market news service on grain, hay, feed and seed. On account of the large volume of Alfalfa and Prairie hay available for examination on the Kansas City market, the Department expects that a

large amount of the work on standardization will be done at this point.

Another laboratory will be opened soon at the University of Minnesota, in co-operation with the Minnesota Experiment Station and the Minnesota Railroad and Warehouse Commission. Work at this point will be principally on Prairie hay. Co-operative agreements have also been made with agricultural experiment stations at Manhattan, Kan., Ithaca, N. Y., College Station, Texas, Stillwater, Okla., and Corvallis, Ore. Representatives of these stations will collect samples of their respective states and forward them to the Department's laboratories for examination. They will also make studies of production, marketing and inspection methods for hay in their states, so that they may assist and advise the Department in drafting tentative grades. The Oklahoma and Kansas stations will pay particular attention to Alfalfa, Texas to Johnson Grass, and New York and Oregon to Alfalfa. The Arizona Industrial Congress is also co-operating with the Department in making studies of the hay situation in that state.

Another feature of the work has been the establishment of a hay standardization laboratory at the Alabama Polytechnic Institute at Auburn, in co-operation with the Alabama Extension Service, where investigations are being carried on in connection with the standardization of Johnson Grass hay.

HORSES STILL HOLDING THEIR OWN

The question of just where lies the line of demarcation between economy in motor transportation and economy in the use of the horse has come in for more discussion lately; and the decision of a number of large users of both vehicles in Chi-

cago appears to be that horses are still holding their own. Dairy companies are the largest users of horses, one of them in Chicago employing 1,500 head. Another uses 900. Second place is given the ice industry, with cartage concerns ranking third.

HAY CONDITIONS IN NEW YORK

By C. K. TRAFTON

For a short time immediately subsequent to my last review remarkable steadiness prevailed in the hay market. Primarily it was plainly evident that the firmness was on the part of holders, which was due chiefly to the meagre stocks rather than to noteworthy interest on the part of buyers. As a matter of fact almost all distributors and consumers were inclined to hold aloof or to make reduced bids, as they were afraid to buy excepting in a hand to mouth manner, as they felt firmly convinced that prices would gradually fall to a lower level as soon as offerings became larger, which they confidentially expected as soon as receipts began to show enlargement. Naturally they felt certain that this would occur in the near future, or as soon as the crop was harvested.

Temporarily at the outset the movement of the new crop was somewhat restricted, because of too



A FEED MANUFACTURER WHO BELIEVES IN HORSEFLESH
One of Many Teams Operated by the Miner-Hillard Milling Company, Wilkesbarre, Pa.

cago appears to be that horses are still holding their own. Dairy companies are the largest users of horses, one of them in Chicago employing 1,500 head. Another uses 900. Second place is given the ice industry, with cartage concerns ranking third.

All of these businesses have short runs, and it is in the case of transportation with short runs, delays in transit and numerous stops that many of the operators state they have found horses more economical than trucks. George W. Dixon, who is head of a transfer company operating 500 horse vehicles and 25 motor trucks, says:

"How the cartage business is handled is not a matter of personal preference or choice. It must be viewed from the angle of the man who pays the bill. The merchants of this or any other city want the cartage men to use horses on whatever can best be done by horses, and motors on whatever can best be done by motors, and while no sane man will try to say there is not a genuine place for motor trucks, many merchants never knew, or have forgotten to ask, 'Where is the limit of econ-

omy of motor trucks?' Since it has been demonstrated that on less than 20 miles a day horses have the exclusive field, it is not a matter of choice, but a matter of business management and fairness to the customer, to employ horse equipment. The distance, the traffic, the commodity itself, must help determine the mode of delivery. There is no motor truck in Chicago that will haul a five-ton load straight or in broken deliveries, within a radius of 12 miles, as cheaply as a team. In the transfer of freight from railroad to shipper, and from shipper to railroad, where the delays in loading and unloading consume almost half the working day, is it not more economical to let a \$1,500 team outfit stand idle in line than a \$6,000 motor truck waste the time?"

Later in the month the market generally became weaker, which was at the outset ascribed to so-called speculative selling of "scenery" in August. At the start new No. 1 Timothy was sold for forward shipments at \$28 per ton, but afterwards fell to \$25, but as this selling was overdone there was a rally subsequently to \$26@27. In fine, conservative members of the trade including jobbers displayed more willingness to take advantage of the offerings as they felt that the discount quoted on new as compared with old was about sufficient.

Bluntly it was the consensus of opinion that there was no further warrant to expect material declines in prices, especially for choice Timothy and Light Clover Mixed as experienced members of the trade became convinced that hay had ceased

to be dear, partly in view of the great shortage in the corn crop which had resulted in uncommonly high prices. In other words corn was selling at approximately 200 per cent higher figures than customary in ordinary seasons, and consequently it was virtually the universal impression that it would be found necessary to substitute other feedingstuffs such as oats, barley, rye and millfeeds as well as hay. This, of course, applies more especially to horses, cows and similar live stocks, but manifestly it seems far more doubtful as far as hogs are concerned.

Of course at this juncture it is noteworthy that some dealers anticipate no important declines in millfeed, because they know that there will be a huge export business in wheat owing to the light crops in virtually all other producing countries.

As customary at this season, receipts of straw have become larger, and with demand still light prices have ruled slightly lower especially on common and inferior grades, which have been in liberal supply and difficult of sale.

NEW FORAGE CROP OF PROMISE

Korean lespedeza is a new variety of legume and a forage crop, which is the result of a receipt of a small package of seed by the office of foreign plant and seed introduction in 1919 from Korea. It is a forage crop of promising value for a certain zone, which according to the Department of Agriculture, may be roughly described as lying between southern Pennsylvania and northern Ohio on the north and southern border of Virginia and Kentucky on the south, extending from the Atlantic Coast to Iowa. It has also given promise in Kansas, and on the eastern border of the Great Plains. Korean lespedeza is somewhat similar to the common Japanese variety already widely known in the Southern States, but it differs from it in size, coarseness, and earliness, as well as some technical characteristics.

The new variety starts earlier in the spring and grows more rapidly, thus furnishing grazing before the Japanese has sufficient size to be grazed. It has been tested at a number of experiment stations and showed remarkable resistance to drought.

IMPORTANCE OF CAKES IN FEED

The continually increasing price of oil meal has caused anxiety to some agricultural associations, lest this stock-feed should be replaced by bread-making cereals. This fear is, however, based on an erroneous idea of the part played by oil cake in the ration of animals. In the majority of cases cake serves to maintain the equilibrium of the daily ration, insuring the best nutritive relation between the nitrogenous matters on the one hand, and the fats and carbohydrates on the other.

"Foods grown on the farm are physiologically incapable of supplying a dairy cow with the amount of nitrogenous matter it requires," says a recent contributor to the International Institute of Agriculture. "Cakes are the only supplementary concentrates that can economically make up the deficiency of the nitrogenous substances present in the other elements of the ration."

He also describes at length a series of experiments conducted for the purpose of demonstrating the application of this theory in dairying. He also goes on to show in other tests that the addition of bone-meal to pigs' rations has proved very beneficial in the case of growing animals, the rapidity of their growth being increased and the net cost of the pork decreased.

SILAGE HAY AND ITS ADVANTAGES

In a publication by the International Institute of Agriculture, the preparation of hay by means of covered silos is discussed. After some facts indicating how far back the custom may be traced, the writer goes on to say that the results obtained have always been uncertain when the silage was of the delicate grass type, no matter whether the sweet silage or acid silage method was adopted, for the product was always too acid, and thus if fed exclusively to stock, proved injurious; further, it was impregnated with the characteristic and unpleasant smell of the silo. On the other hand, when this method was adopted in the case of

coarse forage excellent results were obtained. It appears that in eight years the number of silos in operation in America has tripled.

In naming the advantages of silage hay, this authority points out that no flowers or leaves are lost; that silage hay is more digestible than other hay because of its soft condition and high moisture content; that hay silage requires less labor than hay; that forage suffers less injury from atmospheric conditions as it is less exposed to rain; and silage hay is not liable to combustion, cannot set fire to the silos, if they be made of masonry or reinforced concrete.

For these reasons the cost of silage construction has always been paid off in a few years, generally in two or three, but in some very fortunate instances, even the first year of use.

SOY BEAN AS FEED

Farmers and those in charge of experimental work at the various state agricultural colleges have been making tests as to the value of soy bean for feed, and have found, says J. W. Zahnley, associate professor of crops at the Kansas State Agricultural College, that soy bean is almost equal in feeding value to Alfalfa or Red Clover. It fits well into crop rotation and increases the nitrogen content of the soil. The seed is a satisfactory substitute for cottonseed meal, linseed meal and tankage, and has the highest yield of the legume family. A crop of soy beans can be plowed under for green manure or harvested for hay in approximately 100 days after planting.

NEBRASKA HAY CROP

Recent reports give the condition of Nebraska tame hay as 89 per cent. The forecasted production is 3,664,000 tons, against 3,849,000 tons last year. The average yield of Alfalfa to August 1 was 1.8 tons, which is an improvement, the yield of the second cutting having been heavier than the first. The average yield of Red Clover was 1.5 tons, and the second crop is said to be unusually promising. The condition of Timothy at the time of harvesting was 87 per cent.

The condition of wild hay is given as 82 per cent. This crop did not recover fully from the effects of dry weather during the spring and early summer. The crop is judged to be fairly good in the sand hills and a large acreage is available for cutting.

FIRES CAUSED BY WET HAY

Unfavorable weather conditions during the time the hay was being harvested this year, made it necessary for many farmers to stack the hay or store it in the mow in an improperly cured, moist condition, and this has resulted in spontaneous combustion in a great many cases. Fires have been started where new hay has been piled in on top of old hay in the mow, forming an ideal condition for the fermentation. The losses by fire this year from these causes are threatening to equal those of 1922 when the damages amounted to \$1,483,976.

Chicago insurance experts also say that the lightning hazard is greatly increased by harvesting of the hay when it is wet. The wet hay ferments, giving off heat, and the warm air current set up above the stack or mow conducts lightning whenever there is an electrical disturbance.

FEED WEAKER IN NEW YORK

By C. K. TRAFTON

Great irregularity and unsettlement were conspicuous features in the feed market early in the month under review. For the time being there was a decided absence of positive clear cut form, which was largely attributed to the fact that many buyers were holding aloof or making lower bids, because they were convinced that prices were too high. This was more especially true of wheat feeds as it was the natural assumption that as soon as receipts of wheat became heavier, and notably when the movement of new Spring began from the Northwest, prices would fall to a lower plane, which would enable millers to buy on a larger scale which would of course result in a larger output of feed. Temporarily the cost of Winter wheat remained

comparatively high as the demand from exporters rapidly increased, and in many cases they were so eager to buy that they paid higher figures than millers. Consequently quotations for Winter wheat flour were not lowered appreciably, and hence the offerings of Winter wheat feed in the East were still comparatively light. It was also asserted that the comparative firmness at that stage was due to the absence of competition in the shape of Argentina or Canadian brand, owing to the fact that such feed was higher than domestic.

Subsequently the market became more active as offerings showed enlargement and prices declined, as a result of the much larger movement of spring from the Northwest.

Trade in corn products has, of course, been wonderfully slow, which was not surprising in view of the insignificant offerings consequent upon the scarcity and high cost of corn.

Occasionally trade in beet pulp has been decidedly restricted, which was primarily ascribed to the unusually meagre offerings of domestic for prompt delivery. Indeed there seemed to be virtually no domestic pulps available, and hence it was practically impossible to obtain a positive quotation. At first it was stated that domestic pulp had sold at \$49 on track for early delivery, but it was afterwards quoted at \$46 to \$47 for October and November. This recession was not surprising as it was stated that the crop of beets had been exceedingly gratifying. In the meantime imported pulp had sold at \$40 for light gray f. o. b., New York, but was afterwards sold at \$39 to \$39.25 for October-December shipment.

There has been no demand of importance for cottonseed meal, but as stocks are small and offerings light prices are held about steady.

During the first half of the month the offerings of linseed meal were exceedingly small and prices ruled comparatively strong, but this served to drive many buyers out of the market.

Afterwards offerings became larger and prices slightly lower as supplies showed enlargement, while buyers were still inclined to hold off. It was said that the increased selling pressure and resultant weakness was partly attributable to the materially larger crop of flax in this country, the crop being estimated at 29,000,000 bushels against 17,429,000 harvested last year. This was said to be the largest crop since 1902.

PROTEIN FEEDS FOR POULTRY

The Agriculture College of the University of Idaho has issued in its Bulletin No. 134, entitled "The Value of Certain Protein Feeds for Production and Quality of Eggs," the story of the results of three years of investigational work with certain protein feeds such as peameal, peameal and sour skim milk, meatmeal, tankage, meatmeal and sour skim milk, sour skim milk, milk, whey, peameal and dried buttermilk and fishscrap and sour skim milk.

The bulletin gives special attention to the influence of feeds on the size of eggs produced. The bulletin is written by R. T. Parkhurst, poultry husbandman of the Agricultural Experiment Station, and will be sent free upon request.

LARGEST FEED SHIPMENT IN EAST

When high prices are being paid for dairy products and grain prices are not too prohibitive it is a comparatively easy matter to balance up a desirable grain ration, but with the opposite conditions prevailing, it requires much more skill and judgment in order to compound a grain mixture that will meet the physical needs of the dairy cow and the financial needs of the dairyman's pocket-book.

In line with the feed market at this date, it is of interest to note that a record has been established in rapid transportation of feed in an unusually large quantity. The Eastern Grain Company on August 9 shipped the largest full train of dairy and poultry feeds ever sent into New England. The train left Lancaster, Pa., with 60 new Pennsylvania Railroad cars, and arrived at Portland, Me., terminal the evening of August 12. This gave an actual running time of 57 hours and 40 minutes, which makes the shipment noteworthy for its speed as well as its size. The 60 cars constituted a part

ALL-MAINE TRAIN—EASTERN'S DAIRY and POULTRY FEEDS—60 Carloads

SOME SERVICE

Left Lancaster, Penn., August 9th, at 11.35 A. M.

Arrived Portland, August 11th, at 9.15 P. M.

57 Hours, 40 Minutes — 1500 Tons, 30,000 Bags, Value



of a sale of over 200 cars of the "Eastern" line of feedingstuffs, to be distributed throughout Maine.

When the shipment arrived in Maine it was broken up into units for reshipment to 46 cities and towns within the state, the Maine Central Railroad making up a train of 42 cars for distribution to points all along its line.

The Eastern Grain Company was organized as a corporation in Bangor, Me., in 1902. Since that time it has consolidated seven old grain and feed companies, and in addition to the Bangor plant, the company has four mills and elevators, located at Portland, Pittsfield, Oldtown and Corinna, Me. They have had a signal success ever since the enterprise was organized and the unique shipment referred to above is a concrete indication of the size and scope of the business.

WATCHING SALES AND PURCHASES

BY R. C. BOSWORTH*

One of the most important things in connection with any business is, I firmly believe, to purchase right. This means not only to take advantage of the market but to purchase in accordance with reasonable needs of the business. This is especially true in the grain and feed business. How are we going to know our needs? I am going to attempt to tell you how we watch our sales and purchases over in Putnam.

First, I want to give Paul Mehl credit for sowing the seed for system when he advocated the perpetual inventory. We immediately saw the value of such a system, but that looked like a lot of work to us to check over the daily slips and classify and total them every day, so we kept putting it off until we had some chicken feed left over at the end of the season. Then we decided that something was going to be done. I am sure I do not know where the thought of a graph ever came from. The idea just came, that is all. The simplicity of the system is what appealed to us, and yet it tells all we expect it to and many more things besides. It is a picture story of the past and what may be expected of the future. The whole thing is so simple I have wondered how I could use 10 minutes in its description, to say nothing of using the whole time allotted to me. It talks for itself.

Let us imagine it is Monday morning. The first thing a certain man does on coming in the morning is to go through the mill and take account of stock. This is comparatively easy because when the feed is packed, note is made of the quantity put in each tier, much along the line described here by Mr. Cox last year, and a tag is placed on a nearby post so all the counting that is necessary is the broken tiers. It takes this man about 20 minutes to get a complete record, which he turns in to the office. Then it takes about 20 or 25 minutes to make the entries on the charts, there being a separate chart for each commodity. The total time required, then, is about three-quarters of an hour a week to keep a complete record. The specimen chart here is not a true copy of our chart but I believe it shows the features I wish to bring out. The chart we use has 110 horizontal lines which represent the number of bags or bushels, and 52 vertical lines which represents the weeks in the year. Cross sectional lines were omitted in order to bring out the curves. The space at the extreme left is used to enter the number of bags. The smaller squares have been left off of this specimen in order to make the graph more visible. The spaces between the horizontal lines may mean one, two, ten or any number of bags which it is determined will best fit the stock carried.

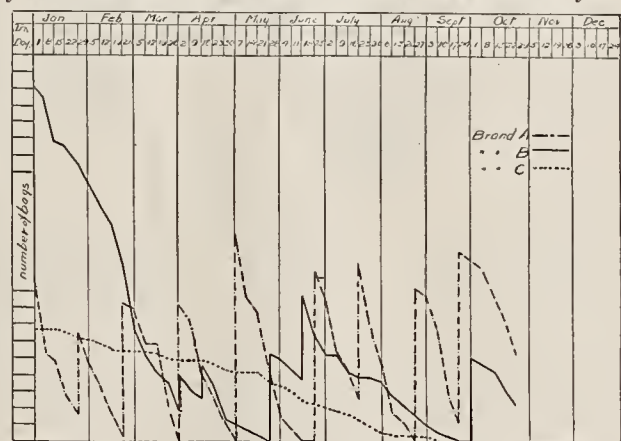
We use several different scales in our books. We try to use a scale that will keep the graph as near the bottom of the page as possible and still have considerable drop to the diagonal lines. This gives good angles to work with and allows for exceptionally large stock at times if it is found advisable to take advantage of the market.

The chart shows three brands of a given feed. The solid black line shows too much stock in January and February. A comparison of the dash line

and the solid black line in the first week shows that one brand sold fast and the other very slowly. What happened? When the entry was made in the office, our attention was drawn to this and by placing the straight edge along these lines we saw that unless something was done we would be out of one in a week and the other would last until the middle of September. We called the attention of the clerks on the floor to this and they pushed the slower selling feed the next week and we reversed the lines. The next week they fell down and the lines went back again, but that was corrected the next week and finally we got the lines down where they belonged.

Let us compare the sales of the three brands when the customers have their choice. The dot and dash line shows a turnover of over 10 times for the year, the solid black shows a turnover of five times, while the dash line shows a rate of only about three and a half times and was closed out in September as an unpaying line. Another chart we have illustrates what one might find in carrying seasonable goods. A dealer puts, we will say, chick feed in stock the first of February. The line drops at a pretty good angle the first week. It is reasonable to suppose some sales were lost because the chicken season does not usually start that way. Next year he will see that he has some earlier. In June the sale was very fast and he was out three weeks and lost sales at the best season, then bought too heavily in July and had a stock on hand which would not sell. Next year he will buy more in May and less in July and taper off with the sales.

It is not natural for any of us to enjoy our mistakes so we just forget them but when the next year rolls around we wonder what we did the year



previous. If we keep these charts, they are all recorded and we are in a position to profit by them, if we will only look back when we do our purchasing.

Suppose a salesman calls on the 'phone. A reference to the chart tells us how fast the stuff he wants to sell is moving. Our purchase books tell us how much we have coming. In this case, add the amount purchased to the amount shown the previous Monday, then lay the straight edge from this point to the bottom line, parallel to the last diagonal line and count ahead the number of weeks as shown on the bottom line. We know immediately, without guessing, whether we can handle it or not.

Suppose we want to purchase for a period of two or three months in advance and as a guide, we want to know how much we purchased during that same period last year. It is all right there. Simply add the lots as represented by the upright lines under that period.

Suppose we want to buy a mixed car, a reference to the charts covering the different kinds of feed to be put in keeps the proper balance so that we will not order short on one kind and too much on another. If some one feed has sold faster in the last car, we increase on this one and cut a little on the others, or if one is a little slow, we cut this one and increase the others. This system is not automatic. The dealer must keep in touch with the railroad movements and the time required by shippers in getting stuff out, but it comes comparatively easy to plan on his feed arriving about the right time. If he should have four weeks' supply on

hand as shown by taking an average angle, and he knows the shipper will take a week to get the cars out, and the railroad will take two to get it to him, he knows that it must be ordered out within a week. If he finds that he has only a week's supply and the shipments are slow, he will pick up a transit car, if such is procurable.

We have had cases where sales on some things have been faster than usual and we knew that the car which had been ordered out would not arrive in time, we have been able to trade it for one in transit and thus keep our stock up. In some cases where we sell from the car and the diagonal line falls to fast we make a notation on the chart at these points.

The charts could be used as a check on warehousemen. If the diagonal line should fall more than it should and arouses suspicion, the amount sold according to the chart could be checked against the sales slips and the discrepancy located. We go still further and make a chart showing the tonnage for the year, week by week, by spotting the upright lines at the proper place and connecting with the week before.

The months are totaled on the chart as well as the monthly sales in dollars so we have the following information between the covers of our little blue book:

The amount of stock on hand which could be used in case of fire; the rate of sale of each commodity; the best selling brands; the rate of turnover; the self sellers; those needing missionary work; the proper balance for mixed cars; the time when seasonable stuff begins to sell; the time when it sells the fastest; the time when it becomes a dead issue; the lame ducks that should be run out of stock; the amount sold of any one kind of feed, in a given time; the time to buy and how much to buy; the amount sold in any given week in dollars and tonnage; the amount sold in any given month in dollars and tonnage.

In fact, almost anything we want to know is there. We find that this system means faster turnover, less danger from rates, fresher stock, diminishes danger of heated grain and less money invested.

SUED FOR NOT LABELING FEEDS

Representatives of the Pennsylvania Department of Agriculture have been making strenuous efforts to check the sale of unlabeled and unregistered feeds and just recently collected 141 brands of feeding stuffs in western Pennsylvania. Of these 60 brands had not been registered for this year. Many of them did not have guarantees attached to the sacks or bins, as required by law, which leaves the purchaser without protection. The Department notified the manufacturers and as a consequence 51 of them promptly registered their products paying \$724 in registration fees to the department.

The other nine recalcitrants are to be prosecuted on order of James W. Kellogg, chief chemist of the department.

Emil Sperling has bought out the Woodward Feed Store at Woodward, Okla.

Raymond S. Conrad has disposed of his interest in the Echo Feed Company at Decatur, Ill.

A feed and produce store at Wymore, Neb., has been sold by Chas. Ellis to Herman J. Kessler.

The Peoples Warehouse & Feed Company was recently incorporated at Church Point, La., capitalized at \$15,000.

The Montgomery Bros. of Warsaw are going to erect a storage warehouse to their feed mill at Buffalo, New York.

Henry Schafer's feed mill at Farmington, Minn., has been bought by A. C. Cool. Michael King of Lakeville will be manager.

N. Gullett, Arthur W. Busch and George A. Mc Loney have incorporated at Carlinville, Ill., as the Federal Flour & Feed Company. The firm is capitalized at \$63,000.

The Hurley, Buchholtz Company of Lima, Ohio, reports that farmer are not free sellers of hay just now at present prices. They look for good prices for hay in the fall and winter months. There

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seems to be a good demand for hay from the East right now and they expect considerable hay will go to the East later in the season.

To deal in cotton, feedstuffs, etc., the Linden Mercantile & Gin Company was incorporated at Linden, Ala., capitalized at \$10,000.

C. O. Sandefur, O. B. Sandefur and A. S. Gant have incorporated at Owensboro, Ky., as the Vitacreme Feed & Milling Company. The firm is capitalized at \$5,000.

The business of the Lewis Feed Company at Hohenwald, Tenn., which has been conducted by R. R. Randle and S. C. Bunderant has been bought by George Lynch.

The feed, lumber and coal business at Footville, Wis., has been bought by W. J. Owen. He bought out the other parties interested in the Owen-Fifield-Atwood Company.

The Indiana Flour & Feed Company has changed its principal place of business from Marion to Muncie, Ind., and decreased its capital stock from \$30,000 to \$16,000.

To deal in feed, the Winn-Jacobs Company has been incorporated at Aurora, Ill. J. E. Winn, Oscar Jacobs and Susie E. Winn are interested. The firm is capitalized at \$20,000.

The interest of Walter Scott in the feed and coal business of Scott & Downing at Bellefontaine, Ohio, has been bought by D. L. Downing. He now conducts the business alone.

Capitalized at \$5,000, the Wyoming Alfalfa Warehouse Company has been incorporated at Douglas, Wyo. C. P. Plummer, Stanley G. Coon and Isaac N. Gray are interested.

Hartman & Nathan, Inc., of Chehalis, Wash., have completed rebuilding and making additions to the seed and feed house which they bought from the Elston Company not long ago.

The Newton Feed Company of Milwaukee, Wis., will now manufacture its dairy rations for eastern and southern trade at Buffalo, N. Y., where it will also maintain a branch distributing office.

The Lawrence Feed & Fuel Company has been incorporated at Lawrence, Ind., capitalized at \$10,000. George C. William, Harold E. Vansicle and Martin L. McDaniel are interested in the company.

Burr T. Crawford will have charge of the Mexico Cash Feed Company of Mexico, Mo. The company will distribute the Checkerboard products manufactured by the Purina Company of St. Louis, Mo.

The Comstock, Arvidson Company has been incorporated at Ellensburg, Wash., to conduct a feed and flour business. H. C. Comstock and Carl Arvidson are interested in the firm which is capitalized at \$10,000.

E. A. Witter is now operating independently as a feed broker with offices at 518 New York Life Building, Kansas City. He had been in charge of the feed department of the Sun Ray Products Company of Kansas City.

W. F. Gunning, L. A. Branson and Jos. A. Kruse have incorporated at Fort Smith, Ark., as the Southern Flour & Feed Company, capitalized at \$13,000. The company has bought the business of the O. Q. Hall Flour & Feed Company.

Articles of incorporation have been filed by the Hermitage Mills of Nashville, Tenn., capitalized at \$75,000. The company manufactures mixed feeds. G. C. Keith, R. L. Wiles, Chas. D. Jones, J. C. Knox and O. M. Tarver are interested in the firm.

Frank and Earl Rothermell, operators of the Greene County Roller Mill, have bought the stock and fixtures of the Lane Flour & Feed Company at Springfield, Mo. It is a two-story building of reinforced concrete with capacity of 45 carloads of grain products.

W. B. Pearson has been elected chairman of the Board of Directors of the Arcady Farms Milling Company of Chicago, Ill. He was for years a member of the executive staff of The Procter & Gamble Company and was at one time vice-president of the American Cotton Oil Company.

The business and property of the Saul Sinaiko Feed & Fuel Company at Madison, Wis., has been bought by Adolph H. Hausmann and Urban J. Meuer who will continue the business under the name of the Hausmann-Meuer Fuel & Feed Company. The purchase price was \$75,000.

NEW FEED BRANDS

"SECURITY" horse feed, dairy feed and scratch feed. Security Mills, Knoxville, Tenn. Filed February 13, 1924. Serial No. 192,221. Published July 29, 1924.

"IT PAYS" prepared stock feed. Moorman Manufacturing Company, Quincy, Ill. Filed June 16, 1924. Serial No. 198,664. Published August 12, 1924.

"BUCK BRAND" stock feeds. Robert B. Buchanan, Memphis, Tenn. Filed September 1, 1923. Serial No. 185,281. Published August 12, 1924.

Farm feed or shorts, that is, stock feed, poultry feed and chick feed. Ballard & Ballard Company,

Louisville, Ky. Filed April 10, 1923. Serial No. 178,890. Published August 12, 1924.

"TRIPLE XXX" Alfalfa meal. The Denver Alfalfa Milling & Products Company, Lamar, Colo. Filed May 20, 1924. Serial No. 197,326. Published August 19, 1924.

"CON-BUT" poultry and swine food. Western Maryland Dairy, Baltimore, Md. Filed June 24, 1924. Serial No. 199,099. Published August 19, 1924.

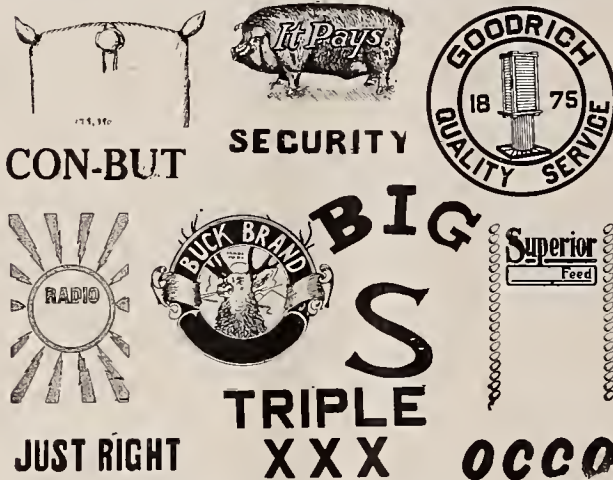
"JUST RIGHT" horse and mule feed and cow feed. Western Grain Company, Birmingham, Ala. Filed July 11, 1923. Serial No. 183,092. Published September 2, 1924.

"OCCO" mineralized feed. Earl Rhine, doing business as Oelwein Chemical Company, Oelwein, Iowa. Filed May 8, 1924. Serial No. 196,763. Published September 2, 1924.

"BIG S" horse, dairy and scratch feed. Security Mills, Knoxville, Tenn. Filed April 23, 1924. Serial No. 196,033. Published September 2, 1924.

"SUPERIOR FEED" poultry feed. Eddie Mill & Elevator Company, Oklahoma City, Okla. Filed July 2, 1924. Serial No. 199,465. Published September 9, 1924.

"RADIO" animal feed, namely, horse feed, scratch feed, steel cut corn, growing mash, egg mash, mill feed, dairy feed, starting mash, and chick



feed. Walter W. Payne, Huntington, W. Va. Filed June 27, 1924. Serial No. 199,242. Published September 9, 1924.

"GOODRICH QUALITY SERVICE" linseed oil meal and linseed oil cake. William O. Goodrich Company, Milwaukee, Wis. Filed April 19, 1924. Serial No. 195,819. Published September 9, 1924.

Trade Marks Registered

187,783. Baby chick starting food, chick growing mash, hen laying mash, chick scratch feed, hen scratch feed. Ovo Mill Corporation, St. Louis, Mo. Filed September 19, 1923. Serial No. 185,934. Published May 27, 1924. Registered August 12, 1924.

188,117. Poultry feed. Hesphenheide & Thompson, York, Pa. Filed March 24, 1924. Serial No. 194,348. Published May 27, 1924. Registered August 19, 1924.

188,122. Wheat shorts, wheat bran, fancy feed, and chicken feed. City Mills Company, Columbus, Ga. Filed April 5, 1924. Serial No. 195,048. Published June 3, 1924. Registered August 9, 1924.

188,195. Feeds, namely stock and poultry feeds. The U. S. Agricultural Company, South Omaha, Neb. Filed July 5, 1923. Serial No. 182,842. Published May 27, 1924. Registered August 19, 1924.

188,553. Poultry feed of all kinds. The Quaker Oats Company, Chicago, Ill. Filed May 2, 1924. Serial No. 196,477. Published June 17, 1924. Registered August 26, 1924.

188,990. Poultry feeds. M. C. Peters Mill Company, Omaha, Neb. Filed March 24, 1923. Serial No. 177,992. Published July 1, 1924. Registered September 9, 1924.

188,991. Poultry feeds. M. C. Peters Mill Company, Omaha, Neb. Filed March 24, 1923. Serial No. 177,994. Published July 1, 1924. Registered September 9, 1924.

189,027. Animal molasses feeds. Huntsville Warehouse Company, Huntsville, Ala. Filed May 20, 1924. Serial No. 197,330. Published July 1, 1924. Registered September 9, 1924.

189,028. Linseed oil meal. The Portland Linseed Oil Works, Inc., Portland Ore. Filed May 16, 1924. Serial No. 197,167. Published July 1, 1924. Registered September 9, 1924.

189,042. Scratch feed. Universal Mills, Fort Worth, Texas. Filed August 2, 1923. Serial No. 184,008. Published December 25, 1923. Registered September 9, 1924.

189,054. Prepared mineral feed for animals. Shores-Mueller Company, Cedar Rapids, Iowa. Filed March 31, 1924. Serial No. 194,738. Published June 24, 1924. Registered September 9, 1924.

OWING to prospects of lower crop yields, it is reported that the Council of Ministers in Italy announced in August that exports of wheat would be

altogether prohibited in the future, and that exports of flour and semolina would be restricted to 10,000 tons per month.

IF the Spanish wheat harvest this year equals the official forecast of about 136,000,000 bushels, this quantity, plus carryover, may suffice for the country's requirements during the coming year. Spanish wheat requirements are roughly placed at about 145,000,000 bushels per year.

GRAIN TRADE PATENTS

Bearing Date of May 20, 1924

Grain door opener.—John H. Pank, and Eugene Battey, Minneapolis, Minn. Filed April 21, 1923. No. 1,494,370.

Grain door.—Henry Kaler, Rantoul, Ill. Filed January 12, 1924. No. 1,494,360.

Grain car door lock.—Frank C. Lakin, Manchester, Ill. Filed April 16, 1923. No. 1,494,750.

Bearing Date of June 10, 1924

Wheat treating device.—James F. Laffoon, Kansas City, Mo. Filed August 5, 1920. No. 1,496,896.

Bearing Date of July 15, 1924

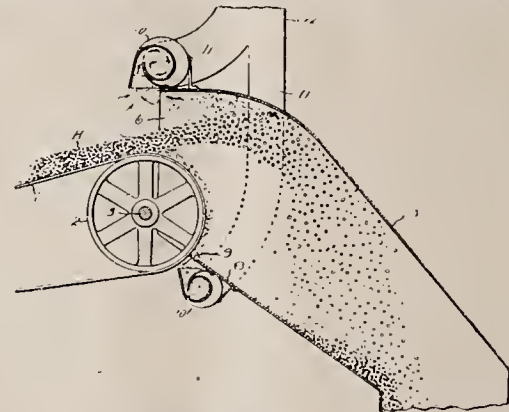
Seed corn drier.—John Greeley, Lake Park, Iowa. Filed July 23, 1923. No. 1,501,328.

Grain door.—Jacob Mattson, Duluth, Minn. Filed February 11, 1924. No. 1,501,128.

Bearing Date of July 22, 1924

Ventilating means for the receivers of belt conveyors.—Raymond H. Moore, Chicago, Ill. Filed July 29, 1921. No. 1,502,050. See cut.

Claim: In combination with a belt conveyor, a receiver into which the belt discharges its load, and a pair of suction hoods situated adjacent the mouth of the receiver, one above and one below the plane at



which the load is discharged, said hoods being adapted to have communicative connection with a suction system.

Bearing Date of July 29, 1924

Grain door remover.—Thomas C. Hutchinson, Duluth, Minn. Filed October 22, 1923. No. 1,502,854.

Grain car door.—Philip Ephrein Tufts, Delisle, Sask., Canada, assignor to George Alexander Ferguson, Saskatoon, Sask., Canada. Filed January 31, 1923. No. 1,503,173.

Bearing Date of August 5, 1924

Cleaning and sorting machine for grain and the like.—Julius Kolin, Vienna, Austria. Filed January 27, 1921. No. 1,504,058.

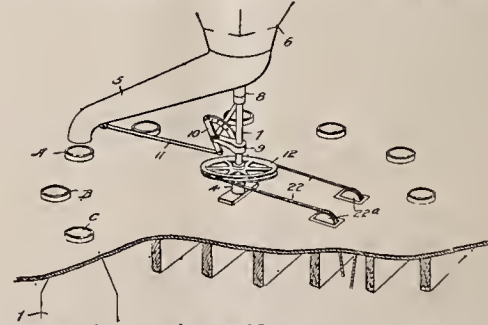
Bearing Date of August 12, 1924

Dust collector.—William B. Senseman, Denver, Colo. Filed April 20, 1921. No. 1,504,386.

Bearing Date of August 19, 1924

Indicating system for grain elevators.—George Strohmaier, Elgin, N. D. Filed March 1, 1924. No. 1,505,676. See cut.

Claim: In a grain elevator having a feeding spout selectively feeding a plurality of bins, means including



a handwheel for moving said spout to the selected bin, and means for presenting a specimen of the contents of the bin to an indicator during the movement of said handwheel.

Bearing Date of August 26, 1924

Grain door.—Lee H. Miller, Fort Dodge, Iowa. Filed June 18, 1923. No. 1,506,713.

Grain car door.—Martin Klaus, Buffalo, N. Y. Filed November 26, 1921. No. 1,506,310.

Bearing Date of September 2, 1924

Process for the storage of grain.—Karl Dienst, Charlottensburg, near Berlin, Germany. Filed April 19, 1921. No. 1,507,050.



ELEVATOR AND GRAIN NEWS

EASTERN

A charter to deal in grain, grain products, etc., has been applied for by the Youngsville Milling Company of Warren, Pa.

Operations have been resumed in the plant of the Elkland Mill & Elevator Company of Elkland, Pa., which is planning extensive improvements soon.

The grain and feed business of G. M. Helmer at Herkimer, N. Y., has been sold to the recently organized Acorn Grain & Milling Company. B. L. Kilbourn will act as manager.

A grain elevator is being erected by R. Medford Brooks, proprietor of the Radcliffe Mills at Chestertown, Md., for storage of wheat and corn. It was to have been finished by September 1.

A 25,000-bushel addition is to be built to the grain storage house of the Washburn-Crosby Company at Buffalo, N. Y. It is to be two stories high and will be of steel and concrete construction throughout.

Capitalized at \$200,000, the North Atlantic Grain Company has been incorporated at Boston, Mass. G. Duthie-Strachan is president; Max L. Sand, treasurer; and these with M. T. Tucker are interested in the company.

IOWA

H. Dreyer, Jr. Estate's elevator at Aplington, Iowa, has been remodeled.

The Toronto, Iowa, elevator has been rented by O. C. Mowry who is now operating it.

The Merchant's elevator at Davenport, Iowa, has been leased by the Western Flour Mills.

John Brinkhouse is succeeded as manager of the elevator at Doon, Iowa, by M. D. Swenning.

L. Kelsay on August 15 took over the plant of the Farmers Grain Company at Royal, Iowa.

Repairs are being made to the elevator of the Farmers Grain Company at Fort Dodge, Iowa.

B. S. Petrieof Arispe has bought the elevator of the Farmers Elevator Company located at Blockton, Iowa.

The elevator of the farmers' company at Alvord, Iowa, which burned quite a while ago, is to be rebuilt.

A new office building has been completed at Primghar, Iowa, for the Farmers Elevator Company.

The Fields-Webster Elevator Company of Sioux City, Iowa, has bought the elevator of G. K. McConagle at Washta, Iowa.

The co-operative elevator at Beaver, Iowa, has been bought from George Schissel by J. Rohrer of Perry. His son, Otis, will operate it.

To conduct a grain, coal and lumber business and a feed and flour mill, the Farmers Elevator Company was incorporated at Vincent, Iowa.

The building, stock and machinery of the Haverhill Co-operative Elevator Exchange at Haverhill, Iowa, has been bought by Wm. L. Stalzer.

The elevator and coal sheds at Dumont, Iowa, have been leased by the Farmers Elevator Company. They will operate the grain elevator for at least a year.

H. S. Nevileir who was for years manager of the McCaull-Dinsmore Company at Sioux City, Iowa, has entered into business for himself as H. S. Nevileir, Grain.

The elevators of the Pocahontas Grain Company at Pocahontas, Iowa, has been bought by R. W. Beers who will operate as the R. W. Beers Elevators. Improvements will be made.

A partnership has been formed by F. W. Straight of Auburn, Iowa, and G. F. Wilde of Fonda, Iowa, in the grain business at the latter place. They will operate as the Wilde Grain Company.

The elevator at Davenport, Iowa, known as Elevator B, has been leased from the Davenport Elevator Company by the Northern Field Seed Company of Winona, Minn. The company will use this plant as a branch in both buying and selling field seeds.

The Farmers Co-operative Association of Boyden, Iowa, is building a new and modern office building to replace the old office which has been torn down. The new building will be constructed of clay blocks with face brick front and modern improvements

have been included for the convenience of the company's employees. In the elevator plant, a new scale will be installed in the driveway and two new gasoline pumps will be put in.

Capitalized at \$100,000, the North Iowa Grain Company was incorporated at Mason City, Iowa. Frank A. Cooley is president; Stephen M. Gamble, vice-president and B. J. Price, secretary-treasurer.

The Quaker Oats Company of Cedar Rapids has bought the elevator business of C. M. Anderson at Sheldon, Iowa. John Teeslink who has been in Mr. Anderson's employ for a long time has been engaged as manager.

George Burmeister is now manager of the Farmers Elevator Company at Storm Lake, Iowa, succeeding John McElwain. Mr. Burmeister was formerly manager of the F. C. Bitter Grain Company at Surphur Springs, Iowa.

Work is practically completed on the new elevator of the Farmers Elevator Company at Sully, Iowa. The oat bins have a capacity of 10,000 bushels, and the corn bins of 2,500 bushels' capacity. Machinery has been installed.

The wholesale offices of the Clark Brown Grain Company, a wholesale grain concern operating 15 grain elevators in central Iowa, have been moved from Des Moines to Nevada, Iowa. The company operates two elevators at Nevada.

The Spurgeon Elevator, of 50,000 bushels' capacity, at Early, Iowa, has been bought by the Quaker Oats Company. The Quaker Oats company has also bought the elevator at Rock Rapids, Iowa, from the St. John Grain Company.

The business of Creitz & Co., at Des Moines, Iowa, has been bought by James E. Bennett & Co., Chicago stock and grain brokers. The Creitz company has been Des Moines correspondent for the organization since 1924. F. W. Price and W. J. Creitz have been retained by the Bennett company as managers of the Des Moines office.

OHIO AND MICHIGAN

The Emmett Elevator Company of Emmett, Mich., has installed a 24-inch motor driven grinder.

The Lowe Bros. are building a new elevator at Vicksburg, Mich., which will soon be completed.

A number of improvements have been made to the property of the Orr Bean & Grain Company at Midland, Mich.

A new bean and grain elevator is being erected at St. Louis, Mich., for the Hart Bros. of Saginaw. It will be ready for the fall trade.

Mr. Blessing is now manager of the C. E. Lloyd Elevator at Jamestown, Ohio, succeeding D. L. Earley.

The elevator of Rife & Morris at Circleville, Ohio, has been bought by the Pickaway Grain Company.

The elevator of the D. R. Risser Estate at Rimer (Vaughnsville), Ohio, has been sold to the Raabe Bros., who will operate it.

The property of the Hemans Co-operative Elevator Company, Hemans, Mich., has been bought by farmers who will operate as the Hemans Grain Company.

A new potato storehouse is being erected at Stanton, Mich., for the Stanton Farmers Co-operative Elevator Company. The full capacity will be 25,000 bushels.

A grain elevator of 15,000 bushels' capacity is to be erected at Woodville, Ohio, for the Luckey Farmers Exchange Company. The Reliance Construction Company has the contract.

The old National Elevator Company's elevator at Cleveland, Ohio, which was rebuilt a year ago has been taken over by the Cleveland Grain & Milling Company of Indianapolis, Ind.

Millard Christy has bought the grain elevator at Amanda, Ohio, from the Amanda Farmers Exchange Company. The Exchange company has operated the elevator during the last four years.

The Square Deal Co-operative Elevator Company of Charlotte, Mich., has changed its name to the Farmers Elevator Company. An arrangement has been made with Christian Bleisch & Co., of Lansing to operate and manage the business for one year.

Lutz, Barnet & Lutz of Delphos, Ohio, have been bought out by the Spencerville Hay Company of Spencerville, Ohio, who has also bought the office

and sheds of S. W. Kemp & Son of Spencerville. H. O. Barnt, who has been managing the Delphos business of Lutz, Barnet & Lutz will continue in that position.

The Farmers Co-operative Elevator Company of Marine City, Mich., has plans under way for making considerable improvements to its elevator. It will increase its capital stock to \$40,000.

Capitalized at \$3,000, the La Fayette Farmers Milling & Elevator Company has been incorporated at La Fayette, Ohio. Chas. H. Hake, Frank H. Miller, G. C. Herring, R. E. Elvis and Edw. Affolter are interested.

The elevator of the Farmers Co-operative Elevator Company at Harbor Beach, Mich., has been sold to the Bad Axe Grain Company. It is reported that the elevator will be remodeled and put into first class condition.

The bean department of the Michalex Grain Elevator at Port Huron, Mich., is to be managed by John Sweet, manager of the Sandusky Grain Company for 14 years. Lloyd Wolfe of the Saginaw Grain Company succeeds him at Sandusky, Mich.

THE DAKOTAS

The Imperial Elevator at Granville, N. D., is to be reopened.

The Farmers Elevator at Stevenson, N. D., has been bought by Milo Billings.

Fred Homeyer's elevator at Zeeland, N. D., has been leased by J. F. Kothe, Jr.

Offices have been opened at Minot, N. D., for the King Grain Company of Sanish.

The Farmers Elevator Company of Carthage, S. D., is making repairs on its elevator.

The Farmers Grain Company will make general repairs on its elevator at Doland, S. D.

Repairs are being made to the plant of the Crooks Grain Company at Crooks, S. D.

The Wheeler Elevator at Scotland, S. D., has been leased by the King Grain Company.

The Farmers Elevator at Herrick, S. D., has been bought by J. T. Scroggs of Sioux City.

The elevator of the Farmers Elevator Company at Kaylor, S. D., is to be ironclad this fall.

A large grain cleaner has been installed by the Eureka Equity Exchange of Eureka, S. D.

The A. J. Murray Elevator at Bath, S. D., has been bought by the Bath Equity Exchange.

The Farmers Elevator Company at Huron, S. D., has installed a new scale and dump in its elevator.

The elevator at Fairmount, N. D., has been leased by the Victoria Elevator Company of Minneapolis, Minn.

Repairs have been made to the elevator of Jas. Carlson at Ravinia, S. D., and new equipment installed.

A 25,000-bushel elevator is being built at Burton (p. o. Mitchell), S. D., for the Betts Grain Company.

The Hirsh Grain Company has bought the entire property of the South Dakota Grain Company at Tripp, S. D.

Theo. Odegard succeeds Hans Thorstenson as buyer for the Andrews Grain Company of Northwood, N. D.

J. Jerde is now manager of the Farmers Elevator Company of Kampeska, S. D. He succeeds G. L. Flemming.

Extensive improvements are being made to the elevator of the Independent Elevator Company at Washburn, N. D.

The elevator of the Farmers Union Elevator Company at Colton, S. D., has been bought by Chas. N. Deaver.

Wm. Smith is succeeded as manager of the Empire Elevator Company's elevator at Corona, S. D., by Tom Lambert.

A new scale and dump are being installed in the East Elevator of the Farmers Elevator Company at Mount Vernon, S. D.

J. P. Cain, W. C. Crawford and Anthony Kostecky have incorporated at Belfield, N. D., as the Independent Grain Company. The firm is capitalized at \$10,000.

F. J. Molony is now manager of the Aurora Farmers Elevator Company of Aurora, S. D. He

succeeds H. B. Severson. Mr. Molony was formerly in charge of Geo. P. Sexauer & Sons' elevator at Bruce, S. D.

The former South Dakota Grain Company's elevator at Beardsley (Parkston p. o.), S. D., has been bought by J. C. Baltzer.

A. M. Erney has bought the O. T. Simons Independent Elevator at Bartlett, N. D., and will operate under his own name.

The Monarch Elevator at Fleece (p. o. Bowesmont), N. D., is to be managed by Hartwell B. Burner of Blabon, N. D.

A new elevator is being erected at Parker, S. D., by Daily & Hoddle taking the place of the one which burned in February.

The Elm Springs-Wasta Elevator Company of Wasta, S. D., has sold out to the Tri-State Milling Company. H. Dowling is manager.

The property of the Farmers Co-operative Union Elevator Company at Kimball, S. D., has been bought by Anton Burian for \$14,100.

An addition of 8,000 bushels' capacity is to be built to the elevator of the Farmers Co-operative Elevator Company at Watford City, N. D.

Extensive improvements are being made to the elevator of R. O. Everson, manager of the Independent Elevator Company at Washburn, N. D.

The elevator of the Occident Elevator Company at Columbus, N. D., is to be managed by B. A. Enochson. He succeeds W. H. Greer, who resigned.

C. P. Elliott has resigned as manager of the Farmers Elevator at Sheldon, N. D., effective October 1. He will locate at Valley City as an optometrist.

A 20,000-bushel annex has been completed to the property of the Northwood Equity Company at Northwood, N. D., bringing their capacity to 30,000 bushels.

Capitalized at \$25,000, the Blabon Elevator Company has been incorporated at Blabon, N. D. J. C. Miller, Charles Chalmers and Martin Rieder are interested.

The elevator of the Bingenheimer Mercantile Company at Judson, N. D., has been rented to an elevator company of Jamestown. R. D. Oglevie will be manager.

A 19,000-bushel house was recently completed at Blunt, S. D., replacing the one which burned. The Vandusen Company, operating as the Atlas Elevator Company, is building it.

The elevator of the Atlas Elevator Company at Verdon, S. D., has been leased by C. H. Prater and R. Nogle. They will operate under the name of the Verdon Grain Company.

Articles of incorporation were filed by the Pillsbury Grain Company of Pillsbury, N. D., capitalized at \$25,000. Carlisle Hastings, Warren F. Starkey and Chas. Tedholm are interested.

The Litchville Equity Elevator, Litchville, N. D., has been reorganized and will operate strictly on the cost and shipping plan, having joined the Equity Union Marketing Association.

The business of the Farmers Grain & Fuel Company at Veblen, S. D., has been bought by Adolph Hendrickson. Mr. Hendrickson has been buyer for the company for a number of years.

The elevator at Stevenson (Wahpeton p. o.), N. D., has been bought by Milo Billings. He is repairing it and installing new machinery. The elevator has not been used for several years.

The grain elevator at Fort Pierre, S. D., which has been standing idle for a number of years is again to be put into operation. Business men of Fort Pierre are interested in the reopening.

F. H. Colby is succeeded as manager of the Durbin Farmers Elevator Company of Durbin, N. D., by H. A. Halvorsen. Mr. Halvorsen was formerly with the Hanson & Barzen Milling Company.

The Portland Junction Grain Company has succeeded the Hatton Farmers Elevator Company at Portland Junction (Mayville p. o.), N. D. N. C. Norgaard is manager and buyer. The farmers are stockholders in the company.

A site has been leased at Parker, S. D., by the Independent Grain Company whose elevator burned some time ago for the erection of a grain elevator to be ready for operation by the middle of September. The contract has been let.

The former Rice & Chapman Elevator at Bryant, S. D., has been bought by Harry Stearns, a well known grain man. H. C. Rice will be retained as grain buyer for the new owner, who will operate under the name of the Independent Elevator.

The Reeves Farmers Elevator Company of Jamestown, N. D., has been incorporated, capitalized at \$8,000. Pierce Blewett, Chas. Eastman, Carl L. Lee, James Johnson, W. A. Pohn have incorporated the firm and opened an elevator there.

The elevator of the Hope Farmers Elevator Company of Hope, N. D., which went into bankruptcy has been bought by several former stockholders of the firm. R. E. Young has bought a half interest

and is manager. Repairs and improvements including installation of new machinery are being made.

The elevator and business of the Block Grain & Fuel Company at Grenville, S. D., has been bought by E. S. Woodworth & Co., of Minneapolis. The Block Bros. will give their undivided attention to their farm interests.

INDIANA

A large grain elevator is to be built, it is reported, at South Bend, Ind., for the New York Central Railroad.

Cohee & Clark's new elevator at Kempton, Ind., has been completed. It replaces the one which burned several months ago. It is electrically equipped and has a double drive.

The Arthur Enos Elevator at Enos (Morocco p. o.) Ind., has been bought by the Blish Milling Company. The company is making some changes and improvements on the building.

Marion Depuy, Clarence Maddox and Henry Storr have bought the elevator at Dana, Ind., formerly owned by the National Elevator Company. Mr. Storr will have charge of the elevator.

The elevator of Greenwood & Washburn at Gas City, Ind., has been traded in by them for a 180-acre farm. The new owner is Robert K. Kiley of Marion, Ind. He leased the plant to W. R. Brock of Jonesboro, Ind., who formerly owned the Jonesboro Elevator.

The interest of B. H. Wood in the McMahon-Wood Company at Valparaiso, Ind., has been bought by B. D. McMahon, until recently a member of the McMahon-Krudup. He will manage the company's elevator which has been operating under the name of the Pennsy Elevator Company. Now it will be known as the McMahon Company.

MINNESOTA AND WISCONSIN

The T. S. Thorson Elevator at Dawson, Minn., has been opened by A. O. Waterud.

The elevator of the New London Milling Company at Russell, Minn., has been shut down.

B. W. Rantz is succeeded as manager of the Powers Elevator, Royalton, Minn., by M. M. Sauer.

The Stoddart Bros. have sold their elevator at Waupun, Wis., to the Farmers Elevator Company.

M. O. Peterson and M. Anderson of Minneapolis have taken over the old Tobias Elevator at Pipestone, Minn.

The elevator of the Farmers Co-operative Grain Company at Morton, Minn., is being painted and overhauled.

The Farmers Elevator Company which has been operating at Delano, Minn., has decided to suspend business operations.

A flour shed has been erected at the elevator of the Winger Farmers Elevator & Mercantile Company of Winger, Minn.

Operations have been resumed in the elevator of the Commander Elevator Company at Greenland (Elysian p. o.), Minn.

O. T. Herring has retired from the grain and feed business after many years in that industry at Sheboygan Falls, Wis.

Peter Lee is succeeded as manager of the Farmers Elevator Company at Rowena (Wabasso p. o.), Minn., by G. J. Inhofer.

The elevator of the Farmers Elevator Company at Reading, Minn., has been leased for one year to C. W. Derr of Mitchell, S. D.

The contract has been let by the recently organized Farmers Elevator Company of Ihlen, Minn., for the erection of a grain elevator.

The Dodge Center Elevator Company's elevator at Dodge Center (Wasioja p. o.), Minn., has been bought by the Christenson Elevator Company of Kasson.

The Pacific Elevator at Hutchinson, Minn., has been reorganized as the Pacific Grain Company and the elevator has been reopened. Dan Braun is manager.

Hugh Mullen's elevator at Franklin, Minn., has been leased by J. H. Anderson. Mr. Mullen was obliged to give up the grain business on account of ill health.

The Benson-Quinn Company of Minneapolis has bought the grain elevator at Henning, Minn., from A. M. Nelson. He recently bought the elevator from the farmers.

The elevator of the Houston Farmers Co-operative Elevator Company at Houston, Minn., has been bought at public auction for \$6,500, by D. A. Tiffany of Money Creek.

A farmers elevator company was recently organized at Sherman (Silver Lake p. o.), Minn., and the contract has been let by the members for the erection of a grain elevator.

Arthur J. Strauss has bought the elevator, warehouse and feed mill of the defunct Parry Products Company of Milwaukee, Wis., for the consideration of \$55,000. Mr. Strauss is a real estate man of

Milwaukee and the son of Julius Strauss, receiver for the company. He has not made plans to operate the mill, having acquired the property purely as a speculation.

A three-story elevator, 30x90 feet, is to be built at Eau Claire, Wis., for the Bruley Bros., replacing the damaged portion of the building which burned. The contracts have been let.

Capitalized at \$15,000, the Farmers Coal & Grain Company has been incorporated at Zumbrota, Minn. C. K. Clementson is president; August Klug, vice-president and C. F. Cook, secretary.

The elevator of the Monarch Elevator Company at Battle Lake, Minn., has been bought by John Heyerholm. Mr. Heyerholm had charge of the elevator at Elizabeth until it burned last winter.

Overhauling was recently done to the elevator of the P. C. Kamm Company at Milwaukee, Wis. The improvements include the installation of two legs complete with conveyors, buckets and upper conveyor belt.

The grain elevator and buildings at Cambridge, Minn., which were until recently operated by the Cambridge Co-operative Product Company has been leased by the Olson Market. The elevator is open for business.

A new elevator is to be erected at Silver Lake, Minn., for the Victoria Elevator Company. The elevator at Sherman has also been purchased by the company and will be moved to Silver Lake where it will be operated as a grain storage warehouse.

The contract was let by the Green Bay & Western Railway to the James Stewart & Co., for the erection of a 420,000-bushel reinforced concrete storage annex to its elevator at Green Bay, Wis. The Cargill Grain Company will operate the house as heretofore.

Work has just started on a new 25,000-bushel concrete grain elevator for the Ladish Company at Jefferson Junction, Wis. It will be operated in connection with the feed plant at that place. The Burrell Engineering & Construction Company has the contract.

Capitalized at \$750,000, the Central Elevator Company has been incorporated at Minneapolis, Minn., by J. B. Gilfillan, Jr., E. S. Oakley and J. H. Coleman. The new company has taken over the properties of the St. Anthony Elevator Company, an auxiliary of the Washburn Crosby Company. The St. Anthony Elevator Company operated three terminal elevators in Minneapolis with a combined capacity of 4,000,000 bushels.

MISSOURI, KANSAS AND NEBRASKA

The H. G. Otto Elevator at Tobias, Neb., has been bought by E. S. Welch.

The Wright-Leet Grain Company is succeeded at Williams, Neb., by J. E. Conklin.

The Farmers Elevator Company at Potter, Neb., is to be equipped with a new dump.

Roy Young succeeds Earl Witham as manager of the Baker-Crowell Elevator at Palmer, Kan.

Steel siding has been used to cover the elevator of the Farmers Elevator Company at Osmond, Neb.

The Lamar Hay & Grain Company has been organized at Lamar, Mo., by Clarence L. Severiner.

The Coryell Elevator at North Auburn Switch, near Brock, Neb., is now owned by J. E. Clark.

The elevator of the T. B. Hord Grain Company at Belgrade, Neb., which burned is to be rebuilt.

Capitalized at \$200,000, the Fremont Grain & Lumber Company has been organized at Fremont, Neb.

A 10,000-bushel elevator is to be erected at Nashua, Mo., for the Nashua Lumber & Grain Company.

The elevator of the Hannibal Milling Company at Elsberry, Mo., is to be managed by Russell Watts.

The elevator of the defunct J. E. Weber Grain Company at Lucas, Kan., has been bought by H. L. Mansfield.

The line of elevators owned by C. A. Brubaker of Holton, Kan., has been bought by Mr. Brun of Wetmore, Kan.

The elevator at Millford, Neb., formerly operated by the Welch Grain Company has been bought by John Jarett.

The C. E. Norton Grain Company is succeeded in business at Winfield, Kan., by the Norton Harris Grain Company.

The elevator and scales of the Farmers Union Co-operative Association at Thompson, Neb., are being remodeled.

The elevator and store at Donophaan Station, Kan., has been bought from M. E. Beven by Kelly Allen, who will operate it.

The elevator of the Kansas Oklahoma Milling Company of the Saxman, Kan., with capacity of 75,000 bushels, has been leased by the Central Kansas Milling Company of Lyons, Kan., of which

Alvin Long is manager. The milling plant has been idle for some months. August Wahl, Jr., is managing the elevator.

The Crowell Lumber & Grain Company has succeeded the Farmers Elevator Company in business at Emerson, Neb.

The Thomas Elevator at Bloomington, Neb., has been leased by R. V. Warriner. He will conduct a general grain business.

O. B. Todd of Enders has succeeded W. C. Dahnke as manager of the Farmers Elevator Company of Stratton, Neb.

G. U. Young is succeeded as manager of the Farmers Co-operative Elevator Company at Lyons, Neb., by J. E. Jenkins.

The elevator of the Davidson Grain Company at Dodge City, Kan., has been reopened for business. G. E. Vance is manager.

Capitalized at \$20,000, articles of incorporation were filed at Columbus, Kan., by the Cravens Elevator & Supply Company.

Frank Record is succeeded as manager of the Farmers Grain Company of Yanka (Brainard p. o.), Neb., by John F. Moseman.

The elevator at Oreapolis (La Platte p. o.), Neb., has been bought from Tom Will by Fred H. Ruthford. He is now in charge.

A 20-horsepower electrical motor has been installed by the Farmers Co-operative Mill & Elevator Company of Weston, Mo.

The Farmers Co-operative Association Elevator at Brady, Neb., has been taken over under lease by the Leflang Grain Company.

The elevator of the Farmers Co-operative Mercantile Company at Marquette, Kan., is under the management now of Henning Dahlberg.

Operations have been resumed in the A. J. Elevator at Wilson, Kan., which has been closed for some time, with E. G. Powell as manager.

The elevator of the Rea-Patterson Milling Company at Sarcxie, Mo., has been leased by the Meyer Milling Company of Springfield, Mo.

The five elevators which were recently opened by the Weber Flour Mills Company are under the management of W. M. Magill of Wilson, Kan.

The Farmers Grain & Supply Company has bought the elevator of the Dawson Grain Company at Ulysses, Neb., to replace the house which recently burned.

A part of the Kehlror Concrete Elevator at St. Louis, Mo., which has a capacity of 500,000 bushels, has been leased by the Overland Grain Company of Nashville.

The elevator at Delphia (Lawrence p. o.), Neb., of the Larabee Flour Mills Corporation has been bought by H. L. Gerlach Grain Company with headquarters at Rosemont.

The old Holyrood Mill & Elevator property has been bought by the Park Grain Company of Miltonvale, Kan., which has started to make necessary repairs on the property.

The Juniata Grain & Livestock Company of Juniata, Neb., has completed its elevator replacing the one which burned on February 15. A new feed grinder has been installed.

A grain elevator of 35,000 bushels' capacity is to be erected for the Everly Grain Company of Dodge City, Kan., together with a warehouse. Construction work has been started.

The T. A. Engles Grain Elevator at Auburn, Neb., has been bought by the Auburn Seed Company which will use it for a seed storage house. New machinery will be installed.

Nels Ostergaard succeeds Clarence Benson as manager of the Farmers Elevator Company at Upland, Neb. He had had charge of the Duff Grain Company's elevator for the past year.

The Burrell Engineering & Construction Company has the contract for some repair work on the C. B. & Q. Elevator at St. Joseph, Mo. It includes a new loading spout and other alterations.

Two elevators at Ruskin, Neb., have been bought from the Wright Lett Grain Company by Chris Lundsgaard. C. C. Lagant will operate one and the other will be used for storage purposes.

An elevator is being built at Seaman (Parker p. o.), Kan., for the Midwest Grain Company of Hutchinson. It will be equipped with a six-horsepower engine and a Howe Scale.

The A. J. Elevators at Highland, Marcell and Ratcliff, Kan., have been bought by B. D. Allen. He will operate them under the name of the B. D. Allen Elevators. W. V. Pierson will continue to manage the elevators, assisted by Jacob Shafer.

The elevator of the Farmers Elevator & Exchange Company at Ewing, Mo., which burned, is to be rebuilt. The house will be of 15,000 bushels' capacity with steel siding and roofing. The equipment will include a 10-horsepower modern oil engine, scale, cleaner, etc.

The elevator at Wheaton, Mo., and real estate of the Wheaton Milling & Power Company has been bought by R. O. Gordon of Hockerville, Okla.

The company's plant was burned with the exception of the four concrete elevators last winter. Mr. Gordon plans to erect a 50-barrel flour and feed mill and will equip the elevators.

The Collingswood-Moore Grain Company of Hutchinson, Kan., has sold its elevator at Deerfield, Kan., to the Everly Grain Company of Garden City. The plant will be under the personal management of Charles Philpot.

The Radial Warehouse Company has been incorporated at Kansas City, Mo., capitalized at \$250,000. The company will take over the Reserve Warehouse, North Kansas City, formerly operated as The Reserve, Inc., and purchased by The Wolf Company following the failure of the Kansas City firm.

The Nelson Grain & Milling Company was recently reorganized at Kansas City, Mo.; Wyan Nelson has accepted the real estate of the old company for the purchase price of his stock. Operating control was surrendered by him when he sold a portion of his stock some time ago. He leased the property to the concern for five years. The property now taken over is valued at approximately \$65,000.

ILLINOIS

A grain elevator of 30,000 bushels' capacity is to be erected at Havana, Ill., for the Havana Co-operative Grain Company.

The capital stock of the Springfield Elevator & Milling Company of Springfield, Ill., has been increased from \$200,000 to \$300,000.

To deal in grain, hay, straw, feed, coal, etc., the Federal Flour & Feed Company was incorporated at Carlinville, Ill. It is capitalized at \$63,000.

A new fireproof office, 34x14 feet, is being erected at Pesotum, Ill., for the Pesotum Elevator Company. A 10-ton scale has been installed.

F. E. Kelsey was recently elected to the position of manager of the Farmers Elevator Company at Cass City, Ill., and is now in charge of its operations.

The Palmer Elevator at Taylorville, Ill., has been sold by S. T. Jones & Co., to John J. Murphy. The elevator will hereafter be conducted under the name of Murphy & Co.

The Rochester Grain Company has been organized at Breckenridge, Ill., to operate the elevator there recently bought by the Fernandes Grain Company. H. O. Zinn is manager.

The Belt Elevator Company has been incorporated at East St. Louis, Ill., capitalized at \$50,000. Geo. A. Veninger, Ellen A. Smith and Jos. T. Newell are interested in the company.

The Moschel & Robbins' grain business and two elevators at Washburn, Ill., have been bought from George Moschel by J. W. Abbot of Henry. Mr. Moschel has been in business in Washburn for 20 years.

Nefflebower & Peterson's elevator at Galva, Ill., has been leased by Asa G. White. It is said that he will buy the elevator in the near future as soon as arrangements have been completed by the court so that elevator may be sold.

The storage space of the Farmers Elevator & Supply Company at Morrison, Ill., has been increased. The office proper and scale have been dispensed with and a higher doorway which will permit a truck to enter has been cut out.

Elmer McClain has sold his half interest in the Farmers Grain Company at Metcalf, Ill., to his partner, Otto Linebarger. The change becomes effective October 1. The company owns and operates 11 elevators as follows: two at Metcalf; two at Melwood, two at Mortimer; one at Gordon, Dillon, Garnes and Cherry Point.

WESTERN

A grain elevator at Oxford (Judith Gap p. o.), Mont., has been bought by Frank Fischer.

A new grain elevator is to be built at Red Lodge, Mont., for the Occident Elevator Company.

The Vale Grain & Feed Company at Vale, Ore., is under the management of F. G. Cleveland.

The Martin Grain & Milling Company's new warehouse at Cheney, Wash., is reported to be very nearly completed.

The elevator of the Cascade Co-operative Association at Cascade, Mont., has been bought by C. M. Rowles.

Warren White succeeds Edward Carey as manager of the Columbia Elevator Company's elevator at Baker, Mont.

Modern electrical cleaning machinery has been installed in the grain elevator of the Equity Exchange at Seibert, Colo.

A grain and seed cleaner has been installed in the elevator of the Harrisburg Grain & Elevator Company of Harrisburg, Ore.

The A. J. Webster Company of Palouse, Wash., is building a warehouse and feed mill with a bulk

grain capacity of 15,000 bushels and a barley reel, scourer, cracking machinery and an attrition grinder.

Fred Arlt is managing the warehouse of the Milwaukee Grain Company at Moody (Mail to Ruff), Wash.

Norman Moulton is now manager of the elevator of the St. Anthony & Dakota Elevator Company at Beaverton, Mont.

The Farmers Elevator Company's property at Saco, Mont., has been bought by the Winter-Truesdale-Ames Company for \$13,750.

The office of the Palmerton-Moore Grain Company of Spokane, Wash., at Oakesdale, Wash., has been opened by Harry Schlafer.

Capitalized at \$5,000, the C. E. Johnson Grain Company was incorporated at Spokane, Wash., by C. E. Johnson and G. E. Lovell.

The Vitamin Company which has a grain elevator at Logan, Utah, was recently incorporated with capital stock amounting to \$100,000.

Strauss & Co., have leased the elevator at Will-sall, Mont., from the Park County Milling Company. A. W. Anderson will have charge of it.

E. W. Coombs is president of the Empire Grain Sales Company which has been incorporated at Salt Lake City, Utah. Its capital stock is \$25,000.

The Union Warehouse & Mercantile Company's new building at Craigmont, Idaho, is nearing completion. Joe Berg is president of the company.

Extensive alterations are being made to the feed plant of the T. D. Phelps Grain Company of Denver, Colo. It will have capacity of 50 tons in eight hours.

The elevator of the Occident Elevator Company of Fromberg, Mont., which burned is to be rebuilt. The new building will have a capacity of 25,000 bushels.

Work has been recommenced in the elevator of the Melstone Co-operative Grain Company of Melstone, Mont., which has been closed since November, 1923.

The Pacific Coast Elevator Company has moved its warehouse from Tammany to Sweetwater, Idaho, and rebuilt it there. It has a capacity of 65,000 sacks.

Capitalized at \$25,000, the Hugo Farmers Elevator Company was incorporated at Hugo, Colo. J. E. Simmons, P. J. Remington and Frank George are interested.

An 8,000-bushel addition has been added to the elevator of the Farmers Grain Company of New Raymer, Colo., and a 15-horsepower engine has been installed.

The Sherman Warehouse Company at Bourbon (Grass Valley p. o.), Ore., has been bought by the Crocker Grain Company. They will operate under their own name.

The Farmers Grain Company has opened the elevator and mill at Glendive, Mont., formerly operated by the Glendive Milling Company, with J. P. Jentger in charge.

The Mikkelson Grain Company was recently incorporated at Portland, Ore., by J. Mikkelson, M. M. Mikkelson, S. E. Mikkelson and J. F. Hefferman are interested.

The Gallatin Valley Elevator at Denton, Mont., is now under the management of John Bufka who has had charge of the Hoosac Elevator. He succeeds Phil Lezie.

A gas engine and machinery has been installed in the elevator of the Powers Elevator Company at Wheat Basin, Mont., and the elevator has been generally overhauled.

Henry C. Ham, Joseph C. Cheney, and Joseph C. Cheney have incorporated at Yakima, Wash., as the Northern Elevator & Warehouse Company. Its capital stock amounts to \$5,000.

W. S. Guntle has opened a grain buying office at Waitsburg, Wash. He was for 28 years connected with the old Pacific Coast Elevator Company there until it was bought by Portland interests six years ago. Since then he had been associated with the Wheat Growers Association.

The Rocky Mountain Elevator Company has let the contract for the construction of a new plant at Great Falls, Mont., on the site of the one which burned recently. The plans call for a plant of substantially the same capacity as the old one, 30,000 bushels. It will be erected in time for handling grain of this harvest.

The Pinal Fuel & Grain Company of Florence, Ariz., has taken over the business of the Florence Seed & Grain Company, operated by the Tempe Milling Company. The Pinal company will continue to run the warehouse under a five-year lease and will also conduct its Florence seed and grain store and milling departments where the products of both the Mesa Milling Company and the Tempe Milling Company will be handled.

The White-Dulaney Company of Seattle, a subsidiary grain company of the Fisher Flouring Mills Company, has taken over the business and grain

warehouses of the MacDonald Grain Company of Seattle, Wash. The MacDonald Grain Company operated 23 grain warehouses in central and eastern Washington. W. J. MacDonald, formerly president of this firm, has organized the W. J. MacDonald Company to do a general grain business in Seattle.

SOUTHERN AND SOUTHWESTERN

The Cleveland Milling Company recently constructed a 25,000-bushel elevator at Cleveland, Tenn.

A corn grinding plant has been installed at Marland, Okla., for the Bliss Co-operative Elevator Company.

The grain and coal business of C. S. Whiteside at Seymour, Texas, has been bought by A. J. Blanks who will conduct it.

The elevator of P. O. Cope at Chattanooga, Okla., which burned in July is to be rebuilt and equipped with modern machinery.

The grain and coal business of C. S. Whiteside at Seymour, Texas, has been bought by A. J. Blanks who will conduct it.

The L. P. Kizer Company, grain, feed and hay brokers at Mobile, Ala., has moved its office to Grand Bay, Mobile County, Ala.

Clarence Hollinsby is now manager of the elevator of the Oklahoma City Mill & Elevator Company at La Verne, Okla. He succeeds Wm. Orr.

The contract is to be let by the Niemeyer Grain Company of Little Rock, Ark., for the erection of a new elevator replacing the one which burned.

The City Grain & Feed Company of La Grange, Ga., is to move its business into the building formerly occupied by the City Flour and Grist Mill.

R. H. and S. M. Conyers and D. J. Rutledge have incorporated at Oklahoma City, Okla., as the R. H. Conyers Grain Company. Its capital stock is \$5,000.

The Yukon Mill & Elevator Company of Yukon, Okla., has amended its charter so it may engage in the grain elevator and warehouse business. Its capital stock is \$1,200,000.

To conduct general brokerage business, the A. C. Walker, Inc. was incorporated at Greenville, S. C., capitalized at \$300,000. A. C. Walker is president and E. H. Walker, vice-president.

Larger quarters are now occupied by H. J. Grieve, a dealer in grain, hay and millfeed of Jeffersonton, Ky. His new warehouse has a capacity of 250 tons feed.

The feed and builders supply business of the late Thad C. Dean at Spartansburg, S. C., has been bought by C. L. Cannon & Bro., feed, grain and flour dealers.

S. A. Marshall, who was formerly in the grain business at Oklahoma City, Okla., as the Marshall Grain Company is now associated with the Enterprise Seed Company.

P. G., J. A. and T. H. Saint have incorporated at Houston, Texas, as Saint & Co. The concern has operated for three years as a partnership. Its capital stock is \$100,000.

A new one-story warehouse and distributing plant has been completed at Memphis, Tenn., for the Sessum Grain Company. The company's grain elevator burned in February.

Plans are under way for reopening the plant of the Valdosta Mill & Elevator Company of Valdosta, Ga. The company will resume the manufacture of its brands of meal, poultry feeds and grits.

To operate a grain elevator and gin, the Perryton Equity Exchange has been incorporated at Perryton, Texas, capitalized at \$100,000. J. H. Norwood, F. P. Rogers and John N. Stump are interested.

The assets of the old Farmers Federation at Cherokee, Okla., have been taken over by a new corporation, the Farmers Elevator. A. T. Bernard is president and Peter Stein is secretary. Orville Pfeifer is manager.

To conduct a general grain and feed business, the McMillan & Harrison Grain Company, Inc., has been incorporated at Mobile, Ala., capitalized at \$50,000. C. L. Waller, Mamie A. Waller and V. C. Gay are interested.

Officials of the Hardeman-King Company of Oklahoma City, Okla., in reporting the completion of its new 75,000-bushel elevator and feed mill say that the company will probably build a 500,000-bushel elevator there some time in the near future. The company also operates a flour and feed mill at McAlester, Okla.

The W. J. Lawther Mills have finished the concrete headhouse at Dallas, Texas, and a frame mill building, four stories high and basement has been started. The addition will be used for a large feed mixing plant and is to be ready by November 1. The Jones-Hettelsater Construction Company has the contract.

The Lewis-Greer Brokerage Company of Charleston, W. Va., has been reorganized as the Pioneer

Brokerage Company. The new firm is opening offices at Huntington, located in the loop building in charge of C. E. Cullons and J. W. Houghton. The Charleston office will be in charge of Rettig Singer and J. J. Steinmetz.

The McDonald Grain Company has taken over the E. C. Wegener Elevator at Temple, Okla., and expects to handle feed, coal and flour in connection with its grain business.

The property of the Remke Seed & Grain Company at Lawrenceburg, Tenn., is to be conducted by L. A. Cunningham. He has bought the entire stock and will operate as the L. A. Cunningham Seed & Grain Company.

The flour mill property of the Greenville Mill & Elevator Company at Commerce, Texas, has been bought by B. B. Thomas. He is conducting a feed and coal business under the firm name of Thomas Grain & Coal Company.

Elevator A, with capacity of 1,500,000 bushels, has been reopened by the Galveston Wharf Company at Oklahoma City, Okla., for business this season. It has been overhauled and is in first class shape for handling grain.

Capitalized at \$50,000, the McMillan & Harrison Grain Company has been incorporated at Mobile, Ala. C. L. Waller, M. A. Waller and V. C. Gay are interested in the company which will do a general grain and feed business.

Killough Smith is now manager of the new grain elevator at Fort Worth, Texas, for the Kimball Milling Company. He resigned from the grain department of the G. B. R. Smith Milling Company of Sherman, Texas, to take the greater responsibility of this position.

The Harris Grain Company has moved from the store it formerly occupied at Pawhuska, Okla., to the elevator of the Pawhuska Mill & Elevator Company. Greater facilities for loading and unloading wholesale shipments is given as reason for the move.

The interests of the late Karl Neumond in the firm of K. & E. Neumond, Inc., New Orleans, La., have been bought by Ludwig Eiseman. The firm will be known as Eiseman & Co. Mr. Eiseman has been manager of the K. & E. Neumond office for 17 years.

F. E. Taylor has formed connections with the wholesale brokerage firm of R. E. Deans with offices at Atlanta. He was formerly connected with the Taylor-Pearson Company of Atlanta, Ga. He will

give particular attention to the handling of cottonseed products, grain, feeds and hay.

The Fort Worth Elevators Company of Fort Worth, Texas, has plans under way for the erection of additional storage capacity increasing the present capacity of 1,500,000 bushels to 5,000,000 bushels. The company has just completed the additions making the capacity a million and a half.

CANADA

A large grain elevator is to be erected at Victoria, B. C., according to Sir Henry Thornton, president of the Canadian National Railway, if certain difficulties are overcome.

The old Woodward Elevator in the harbor of Vancouver, B. C., has been taken over by the British & Oriental Elevator Company. Mr. Woodward did not complete the elevator owing to opposition from the Harbor Board.

Colin McLean has been succeeded by James Smart as superintendent of the Vancouver Harbor Commissioner's grain elevator system. Mr. Smart was for years superintendent of Elevator D of the Canadian Pacific Railway at Ft. William.

The business of James Stewart & Co., Ltd., of Vancouver, B. C., is now carried on under the name of the Saskatchewan Co-operative Elevator Company, Ltd., Vancouver branch. The company's headquarters are in Regina, Sask. The organization otherwise will continue unchanged.

The Canadian Parliament recently voted \$1,000,000 for the erection of a 2,000,000-bushel elevator at Edmonton, Alta. It was hoped to have the elevator completed in time to handle the 1924 crop, but at the present rate of work it will be impossible to complete the project at the time set.

A controlling interest in the Alberta Pacific Grain Company has been bought, it is reported, by the Spillers Milling & Associated Industries, Ltd., of London, England. The Canadian company owns and controls 283 elevators throughout the western provinces, two-thirds of which are situated in Alberta and the remainder in Saskatchewan and British Columbia.

The contract has been let by the British Columbia Grain Elevator Company for the erection of a new elevator at Vancouver, B. C., to cost \$200,000. It is expected that the new elevator will be ready to handle grain by December of this year. The British Columbia Grain Elevator Company is headed by E. Woodward and C. E. Earhart who are well known grain men of western Canada.

FIRES-CASUALTIES

Volin, S. D.—Fire damaged the elevator of the Farmers Trading Company.

De Soto, Kan.—Fire destroyed the elevator here together with considerable grain.

Papineau, Ill.—Fire slightly damaged the elevator of the R. F. Cummings Grain Company.

Sully, near Marshalltown, Kan.—The Farmers Elevator here was destroyed completely by fire.

Formoso, Kan.—Lightning struck the elevator of J. Jacobson on August 12 causing slight damage.

Odell, Texas.—The flour, feed and grain stock of the G. B. Grain & Feed Company was burned.

Belfield, N. D.—The Belfield Farmers Union Elevator was destroyed by fire with a loss of \$12,000.

Oakley, Mich.—The elevator of L. C. Hall together with about 800 bushels new wheat burned.

Bainville, Mont.—Lightning on August 1 damaged the elevator of the Fairview Mill Company.

Lowell, Mass.—Fire of unknown origin damaged the property of Henry Beauparlant, hay and grain dealer.

Taintor, Iowa.—The Farmers Elevator here burned recently. It was partly covered by insurance.

Herman, Minn.—The coal shed of the Phoenix Mill Company was slightly damaged by fire on August 15.

Bedford, Pa.—Fire destroyed the store and feed house of A. J. Himes. The loss is partly covered by insurance.

Kaylor, S. D.—The elevator of the Farmers Elevator Company was totally destroyed by lightning on August 23.

Appleton, Minn.—The elevator of John J. Hagen & Son was struck by lightning on August 18 and totally destroyed.

Brooklyn, Mich.—The property of the National Grain Product Company was damaged by fire with a loss of \$75,000.

Yeoman, Ind.—A rumor was started that the elevator of the Loughry Bros. Milling & Grain Com-

pany here was destroyed by fire due to lightning. This was incorrect and this journal is glad to make the correction.

Stanhope, N. J.—The G. H. Lunger Elevator burned with a loss of \$20,000. This is partly covered by insurance.

Ashland, Ohio.—The elevator of J. L. and J. P. Donley was slightly damaged on August 22 by fire of unknown origin.

Clearfield, Iowa.—Lightning struck the elevator of the Garver Grain Company on August 19 resulting in slight damage.

Keith (Devils Lake P. O.), N. D.—Fire of undetermined origin destroyed the St. Anthony & Dakota Elevator here.

Otis, Kan.—The Lebsack Elevator was burned with a loss of \$15,000. Included in the loss were 4,375 bushels of wheat.

Beaver, Iowa.—On August 8 lightning struck the radio of the Rohrer Grain Company causing slight damage to the elevator.

Houston Heights, near Houston, Texas.—The Passmore Feed and Grain Store here was destroyed by fire of unknown origin.

Denver, Colo.—Fire on August 14 destroyed the warehouse of the North Park Fuel & Feed Company with a loss of \$10,000.

Cascade, Mont.—On August 15 lightning struck Elevator "B" of the Cascade Milling & Elevator Company, causing slight damage.

Ihlen, Minn.—Lightning struck the elevator of the Farmers Co-operative Stock Company on August 18. Slight damage resulted.

Ward, S. D.—Lightning struck and destroyed the Farmers Elevator with all its contents, including a considerable quantity of grain.

Temecula, Calif.—The grain warehouse of the Vail Company was destroyed with a loss of \$8,000. A new warehouse will be erected.

Greenville, Texas.—Fire destroyed the large warehouse, stock and office fixtures of the Solon Partain Company, grain and feed dealers. The

building was partially filled with grain, flour and millfeeds. The insurance on the stock was \$3,500; on fixtures, \$500.

Mullinville, Kan.—Fire of unknown cause did severe damage to the stock in an elevator of the Kansas Flour Mills on August 24.

Ortonville, Minn.—Slight damage was done to the elevator of the Ortonville Elevator & Milling Company resulting from lightning.

Ensign, Kan.—On July 31 lightning caused a small fire in the cupola of the elevator owned by the Farmers Grain & Supply Company.

Spotswood, N. J.—Fire on August 10 destroyed the mill and warehouse of the Spotswood Grain & Feed Company. It was partly insured.

Wyoming, Ill.—Lightning struck the end of the Rock Island Elevator of the Wyoming Grain Company on August 9 and did slight damage.

Hartford, Conn.—Fire destroyed the large grain warehouse of F. D. Lawton & Sos. Sparks from a passing locomotive train caused the fire.

Council Bluffs, Iowa.—Fire destroyed the Scoular-Bishop Grain Company with a small quantity of grain. It had a capacity of 50,000 bushels.

Weir, Kan.—The elevator of the Kelso Grain Company was destroyed and attached warehouse slightly damaged by lightning on August 9.

Fort Worth, Texas.—Fire destroyed on July 26 one of the warehouses, leased by the Smith Bros. Grain Company, containing 7,000 bales of hay.

Sanborn, Minn.—A slight damage was sustained on August 18 when lightning struck the elevator of the Farmers Co-operative Elevator Company.

Attalia, Ala.—Fire destroyed the plant of the Alabama Mill & Grain Company with a loss of \$75,000. The company will probably rebuild this property.

Birch Run, Mich.—The hay warehouse and contents of Charles Wolohan, Inc., were totally destroyed by fire on August 20. The cause is unknown.

Oakley, Mich.—Fire destroyed L. C. Hall's grain elevator here. The loss was complete. About 800 bushels wheat and 25 tons coal were also destroyed.

Midway, Wis.—The Farmers Co-operative Warehouse was destroyed by fire of unknown origin on July 24. Loss is partly covered by insurance of \$3,700.

Dodge City, Kan.—The elevator of the Alfalfa, Coal, Grain & Supply Company here was severely damaged by fire on August 11. The cause of the fire is unknown.

Franklin, Tenn.—The elevator of S. M. Fleming was totally destroyed and the warehouse only partly damaged by fire on August 19. The cause of the fire is unknown.

Lawton, Iowa.—Fire destroyed Hans Bremer's elevator with 1,000 bushels corn and 500 bushels oats. The building was insured to the amount of \$6,000, the grain, \$1,000.

Iola, Kan.—The elevator of the Humboldt Milling Company burned recently. The building, contents, and two box cars were destroyed, entailing a heavy loss. Covered by insurance.

Wichita Falls, Texas.—Fire resulting from dust and chaff sifting into the muffler of an engine in the engine house of the J. C. Hunt Grain Company did slight damage on August 21.

Milliken, Colo.—The hay building of the Milliken Alfalfa Mill Company was damaged by fire in July. The loss amounted to \$4,000; insurance, \$2,000. The mill proper was not touched by the fire.

Craig, Mo.—Fire destroyed with a loss of \$65,000, the Brownfield & Teare Elevator, on August 9. The loss includes 30,000 bushels wheat, corn and oats, valued at \$40,000. Loss on building was \$25,000.

Louisville, Ky.—The elevator of the Wathen Milling Company either collapsed or was destroyed by a dust explosion recently. A complete story of the disaster is given in another portion of this issue.

Omaha, Texas.—Three grain, feed and hay warehouses here belonging to the Robertson Bros., G. L. May and J. P. Beasley were destroyed. No insurance was carried. Considerable corn was also burned.

Texarkana, Ark.—Fire on August 15 destroyed the warehouse of the Clary Lynn Grain Company, together with contents, with a loss of \$8,000 on building and \$18,000 on stock. Loss is covered by insurance.

Little Rock, Ark.—The warehouse and elevator of the George Niemeyer Grain & Feed Company was almost completely destroyed by fire of unknown origin on August 5. Contents of the warehouse and elevator were destroyed.

Minneapolis, Minn.—Fire on August 26 destroyed the six-story main warehouse of the Albert Dickinson Company, wholesale seeds and feeds, with a loss of \$150,000. Further details of this fire, together with picture, are given elsewhere.

Philadelphia, Pa.—Fire broke out in the plant of the Pennsylvania Grain & Feed Company on August 16 causing a damage of \$15,000. Spontaneous combustion in the grain on the top floor

is believed to have caused the fire. The grain had been brought to the building from the Gorgas-Pierie Manufacturing Company's pier where fire destroyed that warehouse several weeks ago.

Ness City, Kan.—A partition in the Farmers Elevator gave way causing the building to collapse and 5,000 bushels of wheat to scatter all over the elevator. No one was in the elevator at the time.

Unionville, Ohio.—A hot box in an elevator head was the cause of a total loss to the elevator belonging to Heenan Hall on August 10. About 2,000 bushels wheat, and 3,000 bushels oats and a carload of wheat on siding were destroyed.

Scipio, Ind.—Fire destroyed the old mill, elevator and residence owned by Chas. D. Butler recently. There were old landmarks. A collection of antiques in the office of the mill represented the Revolutionary, early Nineteenth Century and Civil War periods.

Hull, near Marysville, Kan.—Fire destroyed the elevator here, the property of Nye-Schneider & Jenks of Omaha, with a loss of \$5,000. Sparks from the engine of a passing freight train are believed to have caused the fire. The elevator had not been in use for about a year.

Edmonton, Alta.—Fire on August 13 destroyed the mill and elevator of the Northern Seed Company. It was built 20 years ago and had been in continuous operation since then, although under different owners. The Northern seed concern bought it about a year ago.

Mapleton, N. D.—The Farmers Elevator and

8,000 bushels of new wheat, barley and rye were destroyed on August 28. By the time the blaze was discovered it had gained such headway that the entire building was soon in flames. The elevator had a capacity of 35,000 bushels.

McCoy, near Dallas, Wash.—Two warehouses here with 50,000 bushels of new grain, at least half of which was wheat burned together with other buildings nearby. The fire started in the engine room of the warehouse and is believed to have been caused by the backfire of a gasoline engine.

Fort William, Ont.—Fire destroyed the frame and metal warehouse of the Northwestern Elevator Company with a loss of from \$200,000 to \$250,000 on August 9. The loss was covered by insurance and the building will be rebuilt. The elevator had a total capacity of 2,800,000 bushels. The warehouse had capacity of 140,000 bushels.

Buffalo, N. Y.—Fire destroyed the Exchange Elevator on September 8 with a loss of over \$500,000. The elevator had a capacity of 750,000 bushels and was one-third filled with grain, mostly wheat, at the time of the fire. It was one of the oldest in the harbor, being one of the two wooden elevators there. The loss is covered by insurance.

Milwaukee, Wis.—Fire destroyed the dairy feed plant of the Charles A. Krause Milling Company with a loss amounting to \$1,500,000. The building in which the explosion occurred was an eight story, concrete and brick structure. Sixty thousand gallons of corn oil in the mill added to the fury of the fire. The plant will be rebuilt.

OBITUARY

ANDERSON.—George Anderson of the Union Terminal Elevator Company of Minneapolis, Minn., died recently after a six weeks' illness. He had been connected with the grain trade for 30 years.

ANDERSON.—W. B. Anderson, for more than 50 years a member of the Merchants' Exchange of St. Louis, Mo., and at one time president of the Billings & Nanson Commission Company, died at Commerce, Mo., recently.

BLASDEL.—J. S. Blasdel died recently aged 80 at Groom, Texas, where he resided. He had been in the grain business since 1872 when he started in Illinois. In 1906 he settled in the Texas Panhandle. Of recent years he was not actively engaged in business.

BOWERS.—Lloyd Bowers, a member of the Fort Worth Grain Exchange, was killed in an automobile accident at San Benito, Tex.

CARPENTER.—R. E. Carpenter, one of the owners of the Carpenter Bros., feed and flour dealers of Hallsville, Mo., died suddenly of heart failure.

CHANCE.—Richard Chance, foreman of the elevator of the Hungarian Flour Mills, at Denver, Colo., died recently. He had been with the company for 23 years.

CROWE.—George Reading Crowe, one of the early presidents of the Winnipeg Grain Exchange, died recently at his home in Winnipeg after a long illness. He was 72 years old. About four years ago he retired from active participation in the grain trade. He was president of the British Empire Grain Company, Ltd., and the Northern Elevator Company, Ltd.

FISHER.—John W. Fisher, a veteran grain and hay dealer, of Cincinnati, Ohio, died on August 25 aged 95 years. He joined the Chamber of Commerce in 1860. His two sons survive him.

FOGEL.—Frank B. Fogel died on August 30 at Allentown, Pa. He was for more than 50 years engaged in the feed and grain brokerage business and at one time was identified with the grain firm of Field & Leiter of Chicago.

GACKLE.—George Gackle, in the cash grain business at Minneapolis, Minn., since 1907, died, aged 58 years. He came to this country from Russia when 18 years old and was one of the founders of Klum, N. D.

HOUSE.—Evelyn F. House died recently from apoplexy at his home in South Byron, N. Y. He in his younger days had been in the grain elevator and brokerage business in the East.

JASPERSON.—Harvey C. Jasperson died on September 2 at the age of 75 years at Neenah, Wis., where he had for years been in the feed and flour business. He founded the business of H. C. Jasperson & Co., in 1869 and had conducted it steadily until taken ill last winter. Since then his son, H. C. Jasperson, Jr., has been operating it.

MEALIFF.—F. H. Mealiff, the inventor of the oat clipper, died at his home in Auburn Park, Chicago, Ill., recently. He started in the grain business

at Lena, Ill., in 1868. It was while here that he conceived the idea of making an oat clipper. He formed a partnership with John S. Carpenter in the Commercial Warehouse at Chicago to take care of a growing demand for clipped oats. In 1889 he became a partner of C. L. Dougherty in C. L. Dougherty & Co., operating the Johnson Elevator in Chicago. He started an elevator at Blue Island next. A year later it burned and he became operator of an elevator at Grand Crossing. A few years afterwards he leased the Michigan Central Elevator at Kensington. This burned in 1913 and the colonel planned and superintended the building of a new concrete elevator which still stands in Kensington. In 1922 he retired from active business. His widow and seven children survive.

MOFFITT.—Nathaniel L. Moffitt, an old timer in the grain business and a member of the St. Louis Merchants Exchange, died at his home on September 10. He was president of the Moffitt Napier Grain Company.

RANDALL.—G. P. Randall died recently. He was associated with the Snell Mill & Grain Company of Clay Center, Kan., for 25 years.

REGAN.—J. Austin Regan, formerly state senator and for several years a member of the Minneapolis Chamber of Commerce, died of heart failure while on a business trip into New Rockford, N. D. He, until a year ago, was at the head of the Regan-Lyness Elevator Company.

SMITH.—Henry J. Smith died recently at Defiance, Ohio. He was a grain dealer there.

STEPHENS.—John Stephens died on July 27 at Fenns (Shelbyville P. O.), Ind. He was a well known grain elevator operator and proprietor. He bought the business of the Fenns Elevator 20 years ago. Previous to this he was manager of the elevator for the Kennedy Milling Company for 22 years.

STUDE.—William Stude, a former Baltimore, Md., grain dealer and a member of the Chamber of Commerce there, died recently in Germany.

SUPER.—William M. Super died on August 23 at Baltimore, Md. He was for 40 years connected with the grain elevator department of the Pennsylvania Railroad. He retired six months ago, being retired under the age limit.

UPSHUR.—Walter S. Upshur died on August 8 aged 67 years at his home in Newport News, Va. He had been with the Chesapeake Bay Railroad for 54 years. In 1889 he was made agent for the Chesapeake & Ohio Grain Elevator Company with offices in the Produce Exchange Building at New York, and he retained that connection until his death. He removed his offices to Newport News in 1890. He had charge of most of the export grain from the port of Newport News during the war. In 1907 he was made president of the Newport News Chamber of Commerce.

WEDGE.—W. W. Wedge, a prominent grain and creamery merchant of Deer Park, Wash., killed himself by shooting. Until recently Mr. Wedge had been sole owner of the Wedge Grain Company

of Deer Park, which he recently sold to R. F. Milard of Cheney. He retained ownership of the power plant and elevator. His widow and daughter survive him.

WAIN.—C. Wain, a grain dealer of Rock Island, Ill., died recently aged 63 years.

WALKER.—A. G. Walker died aged 62 years on

August 8. He was a partner in the David Hardie Seed Company of Dallas, Texas, until he retired six years ago. His widow survives him.

WILSON.—S. A. Wilson, associated with S. M. Isbell & Co., seed dealers of Jackson, Mich., died on August 6. His widow and five children survive him.

FIELD SEEDS

NEW VIRGINIA SEED LAW

At the last session of the legislature of Virginia, a new seed law was passed which will become effective January 1, 1925. G. W. Koerner, commissioner of the Virginia Department of Agriculture, Richmond, Va., has called attention to it and states that the Department has issued a 12-page booklet giving the text of the law, rules and regulations and tag forms. Copies may be obtained upon application to the Department of Agriculture and Immigration, Richmond, Va.

CLOVER MARKET VERY FIRM

Clover seed has shown a strong undertone. Buying orders are scattered with the bad spots talking the loudest. The good spots will soon be shipping Clover, say C. A. King & Co., of Toledo, in a recent letter. Little has been heard of foreign conditions. Government report as shown below is bearish in our opinion as compared with the price. Timothy higher. Hedging sales smaller. Receipts should soon show a good increase.

Government report on Red Clover about as expected. Figures on crop in bushels not available as yet. Condition figures talk as follows:

Condition for United States 71 as against 76.9 year ago.

SEED INSPECTIONS IN WISCONSIN

Wisconsin has long been recognized as one of the leaders in the pedigreed seed movement and the men in her experiment stations and agricultural college have made great headway in instilling into Wisconsin farmers the financial good of using pure bred seeds.

Following this line of action, Wisconsin agricultural officials have inspected from 3,500 to 4,000 acres of barley, oats, Spring wheat and Winter rye for certifying the fields for pure seeds. Mixtures, diseases, and noxious weeds are watched for.

After the inspection has been made, a blank certificate is made out by the inspector. In case inspection is satisfactory, the certificate indicates the required standards have been met. This allows the farmer to sell his seed as purebred inspected seed.

KANSAS CITY SEED CONDITIONS IMPROVING

By R. S. BROWN

The demand for Alfalfa at the local seed houses is unusually heavy at present. Weather conditions have been favorable for planting and purchasing has been brisk. The rainy weather, in contrast to the extreme dryness at this time last year, has led to extensive planting and the result is a noticeable increase in the seed business over that of last year at this time.

Vetch is also in demand at present, but this with Timothy and Blue Grass comprises practically the only real business in field seeds at present, besides Alfalfa. A spirit of optimism seems to prevail among the local dealers and all seem to feel that business is on a steady incline. The good crops this year have encouraged more extensive planting for next year and much of the prosperity which resulted from the harvest has been turned back into seed channels.

In the Alfalfa trade the Harnden Seed Company has noted a steadily increasing demand for Grimm Alfalfa. The fact that this costs almost twice as much as the other kinds does not serve as a deterrent to its popularity, most of the buyers seeming to feel that its fibrous roots which prevent it from winter killing more than outweigh the difference in price.

The T. Lee Adams Seed Company reports that baskets have been selling quite well. Both the split and repack types are in demand for the packing of tomatoes, grapes and fall fruits at present. The company carries a complete line of baskets and they prove a very profitable sideline during the marketing season.

T. Lee Adams' local establishment is extremely busy right now as nearly half the force is away, either on the road or on vacations. Those remaining are kept busy, although it is now a rather slack season. Plans are already under way for the Christmas business which will open up shortly

after Thanksgiving. Sales of Christmas trees were excellent last year, and an even larger business is anticipated this year.

The Harnden Seed Company is expecting a shipment of 500,000 Dutch bulbs representing a complete line of tulips, narcissus, hyacinths, crocuses, jonquils and lilies. More than one hundred different varieties of lilies are included. The bulbs represent a price range from 50 cents a dozen to 65 cents each. They are now at New York and will probably arrive the latter part of September.

IDAHO SEED LABORATORY PROVES USEFULNESS

The seed laboratory located at Boise, Idaho, has accomplished much important work lately. The results have included protection of farmers against unscrupulous dealers who offer low quality seed for sale; protection of Idaho dealers against outside dealers who ship them low grade seed; enabling of farmers to receive certification for their seed and meet the demands of eastern buyers for a certified product; facilitation of the distribution of adapted high yielding strains of seed to growers in the state; giving of information regarding market demands and on control measures for noxious weeds; and general improvement of conditions in seed growing sections.

The laboratory at Boise is in charge of Miss Jessie Ayres, state seed analyst. C. B. Ahlson is the state seed commissioner and R. L. Spangler is deputy commissioner. These men are also attached to the extension division of the University of Idaho, contributing to the extension work in agronomy together with their duties in seed work. A branch laboratory is maintained in the College of Agriculture, at Moscow, Ida., and this laboratory is under the direct supervision of the Department

market presents many lots of seed that should be avoided for seed production purposes because of their weed content and the quantity of inseparable seed they carry. These undesirable lots can be avoided, according to Commissioner Ahlson, if the buyer will recognize that he is in a large measure responsible for the character of seed which is sold. He alone can close the outlet for very low grade seed that today finds a place in the market. The state seed laboratory stands ready to help him in this by reporting to him the purity of samples he may at any time submit, and the farmer may be protected similarly.

The existence of low grade seed in the market is attributed to one of two reasons: first, the existence of a demand for such goods, and second, the inability of the seedsman to clean such seed properly.

In line with its education service, the Boise laboratory has prepared 200 weed mounts containing 24 noxious and inseparable weed seeds commonly found in the small seeds. The mounts are prepared for dealers, growers and schools desiring them, and the majority of requests are coming from seed growers, which indicates that more interest is being manifested in the production of better seed by becoming acquainted with the weeds that reduce the profits. The mounts are being disposed of at cost, which is 35 cents each. In addition, 50 wheat mounts were prepared, each containing standard varieties.

Tests are conducted free of charge for farmers, and a charge of 25 cents is made for each purity and germination test conducted for commercial concerns. The branch laboratory at Moscow is used as a training school for students specializing in seed work.

Some idea of the scope of the work can be gleaned from the commissioner's report, in which he says that the work of the inspectors has been carried into 31 counties, some 231 dealers' establishments having been inspected in 60 towns and cities. In a period of two years seedsmen and consumers sent to the laboratory 5,326 samples.

NORMAL SUMMER TRADE REPORTED IN NEW YORK SEED MARKET

By C. K. TRAFTON

A more cheerful feeling has prevailed among members of the seed trade in this vicinity during the month under review, the primary factor being the marked improvement in climatic conditions. At the time our last report was written considerable complaint was heard regarding the lack of rainfall, especially along the seaboard. As a re-



ONE CORNER OF THE IDAHO SEED LABORATORY

of Agronomy. It is maintained to handle the testing work from the northern part of the state. Both laboratories are well equipped with apparatus for weed and seed methods, and have competent analysts in charge of the work.

In the 1921-22 season 67 per cent of the seeds analyzed and inspected were passed; 33 per cent condemned. It was found that 66.11 per cent contained noxious weeds. Of the samples analyzed, 133 came from county agents, 1,705 from farmers, 2,902 from dealers and 586 from the seed pool. It will be seen that over half of the samples came from dealers. There were 5,911 laboratory analyses made in this period at the two stations.

The seed laboratory has classified its functions under six general heads, viz.:

1. Identification of crop seeds and weed seeds;
2. Identification of weed plants;
3. Purity test for all agricultural seeds;
4. Germination tests for all agricultural seeds;
5. Grading of all grain samples;
6. Supplying any other information concerning seeds and weeds that can possibly be given.

It is evident from the analyses given that the

sult, the soil over a wide area was said to be in poor condition for sowing and hence ultimate users were not buying seeds from interior dealers, and the latter in turn were showing no eagerness to add to their stocks. Latterly rains have been fairly numerous, practically the entire seaboard and eastern states generally reporting heavy precipitation on several occasions; in some cases as much as three inches in one day. These rains, it was said, came just in time to assure a satisfactory opening up of the fall planting season and to stimulate active buying by interior dealers in anticipation of a much better demand from planters. As a consequence the feeling generally has become more cheerful and holders as a rule remain firm in their views. In the majority of cases prices are the same as quoted a month ago, but on some varieties advances of one-half cent to two cents have been established. In the case of imported varieties this strength is traceable to the strong situation in producing countries as a result of which shippers have been quoting higher prices. In some cases offerings have been almost entirely

lacking and in others shippers have been endeavoring to buy back contracts.

Timothy has been moving in fairly large volume, the opening up of the fall season being generally reported as satisfactory. Buyers were stimulated partly by attractive price concessions, the result of easier interior markets. At the outset business was done at 8¼ to 8½ cents and later at 7½ to 8 cents. At this writing the market is firmer at 7¼ to 8 cents as wet weather is said to be checking the interior movement.

Red Clover continued quiet early in August, the opening of the fall season being deferred until the latter part of the month. Demand gradually picked up, buyers somewhat reluctantly meeting the higher views of the sellers. The latter were extremely firm owing to continued light stocks, there being no improvement in this respect as far as arrivals from abroad were concerned, only 930 bags being received early in the month. At that time imported Clover was quoted at 19 to 21 cents according to quality. Subsequently demand became more general and a basis of 19½ to 21½ cents was established, which represented a gain of 1 cent for the month. In fact, jobbing lots are held as high as 24 to 25 cents. The firmness was also traceable partly to reports of bad weather and less favorable crop prospects in eastern Europe. Many shippers were making no offers while others were firm at 16 cents c.i.f., compared with 14 cents in July, but the new price was too high compared with the spot basis to be attractive to buyers. At one time it was stated that German buyers were inquiring for French seed in this market. The market in Chile was also decidedly firm. Re-cleaned seed, guaranteed to pass Government inspection, was offered at 16¼ to 16¾ cents c.i.f., resulting in some business. F.A.Q. seed, without guarantee, was offered at 14½ to 15 cents. Later the basis for choice seed was 16½ to 1¾ cents. Re-cleaned seed was offered for October shipment at 15½ cents. Afloat seed was quoted at 16½ cents c.i.f. The month's arrivals included 180 bags from Chile. At this writing it is claimed that French dealers have bid 18 cents for their own seed in this market and have actually bought two cars at 18½ cents in bond.

Crimson Clover continued in poor demand early in the month, which was decidedly disappointing to holders who had expected greater activity as a result of the breaking of the long drouth. In the meantime the arrivals from France were fairly large; although far below the totals noted on numerous occasions in the past. At any rate, the undertone became slightly easier, holders showing more eagerness to sell at 6½ to 7 cents. Later in the month the large order trade remained inactive but a better business was reported with small order buyers. Arrivals fell off sharply and holders became somewhat firmer. The large first-hand basis remained unchanged at 6½ to 7 cents, but small lots were quoted fully 1 cent higher. Early in September the arrivals were much larger, making the month's total about 5900 bags, against 4580 in July. Holders became more eager to sell, but buyers showed no interest even at 6¼ cents. Owing to general poor crop prospects, and also to the advance in exchange, French shippers became firmer, offering at 5½ to 6 cents c.i.f. Buyers, however, remained indifferent. At this writing it is claimed that offers have been received from Germany as low as 3½ cents c.i.f., but even at that price importers refuse to speculate.

Alfalfa has been largely dominated by the movement of the new crop. In short, buyers showed less interest in the foreign variety, their previous fears anent the availability of domestic seed for the early fall demand evidently being delayed by free marketing at far western points. Moreover, it was claimed that at some points seed could be bought at as low as 14½ cents compared with opening sales at 18 cents. Arrivals of foreign seed were extremely small; only 720 bags, against 4,170 in July, and hence local stocks remained light. In spite of this fact, and also in spite of continued strength in Argentina, local holders become more eager to sell and in some quarters a price as low as 19 cents was mentioned, although the general quotation remains the same as a month ago—20 to 21 cents. At one time it was claimed that some Argentine shippers were offering seed at as low as 15 cents c.i.f., but probably the quality was not strictly choice as the majority of shippers remained decidedly strong in their views and offered only small lots at 16 to 17 cents c.i.f. early in the month; and later at 16½ to 17 cents. Their firmness was partly based on the advance in exchange, but mainly on light local stocks and poor crop development. A good home demand was reported and it was claimed that farmers would pay "any price" for choice seed, which could not be secured in large quantities.

White Clover has advanced from 1 to 2 cents during the month owing to less favorable crop prospects. As a consequence more interest was shown in foreign seed, resulting in a fair trade for shipment from Germany at 35 cents c.i.f. Arrivals were 200 bags against 170 in July.

Rye Grass was quiet on spot and the price is

nominally unchanged at 10½ to 11 cents. On the other hand, foreign markets have been stronger, but buyers here were unwilling to follow the advance. Early in the month Italian and Perennial seed was offered at 6¾ to 7 cents c.i.f. and Pacey's at 7½ to 8 cents. Later British advices alluded to poorer crop prospects because of too much rain and the above quotations were advanced to 8 cents and 8¾ cents. At this time buyers showed more interest at the old prices, but holders were firm at the higher levels and later advanced their prices to 8½ cents and 9½ cents. If the market for Argentine rye conditions were similar. Quotations from shippers were steadily advanced, rising from 5¼ to 5¾ cents c.i.f. to 6¼ to 6½ cents c.i.f., buyers generally showing interest at slightly below sellers' ideas. Arrivals for the month included about 280 bags from the U. K. and 300 bags from Argentina; the total comparing with 1385 bags received during July.

LARGE SEED PLANT DESTROYED

A large part of the Minneapolis, Minn., plant of the Albert Dickinson Company, well known seed handlers, was destroyed by fire on August 26 with a loss to the company of about \$500,000. Fortunately, the entire loss was covered by insurance.

The new crop seeds had not yet arrived so that the stock in the elevator at the time of the blaze was small. The company made plans immediately after the fire to handle orders out of Minneapolis as usual. Business at the main plant in Chicago was, of course, in no way disturbed.

An explosion was heard by the watchman early in the morning. He turned in the alarm immedi-



THE DICKINSON PLANT IN FLAMES

ately but the fire spread rapidly and at the time the fire department arrived was beyond control. Three firemen and one spectator were injured.

The property included a two-story brick office building, two seven-story wooden elevators, iron-clad; a three-story brick warehouse; a brick shop, and six elevator tanks, each with a capacity of 50,000 bushels.

MILWAUKEE MARKET STEADYING

By C. O. SKINROOD

The North American Seed Company says the market for Timothy seed is steadying up again after the recent decline. From the reports received by the company, it is believed that a good crop of seed will come from Iowa and Minnesota and excellent reports have also been received from Ohio. There will be plenty of Timothy seed to serve all needs, it is believed, and excessive prices are not looked for.

The Red Clover seed outlook is called good with a good growth of the plants. However, the big thing needed by Red Clover, according to the North American Company, is more dry weather. If this comes it is expected that the production will be very good.

There will be plenty of Alsike this year, according to the North American Company, but some of the seed is showing off quality because of damage from excessive rains. Later on in the fall the company expects that better quality Alsike seed will be forthcoming.

The Alfalfa seed this year appears to be of fine quality, according to the North American officials and the yields are estimated to be fully up to the average or better. There has been some decline in Alfalfa seed prices recently the company says, but now the market is steadying up again.

The range of prices as given by the North American are \$6 to \$7.50 for Timothy, Red Clover is quoted all the way from \$20 to \$24, and Alsike rules from \$10 to \$15. White Clover is moving from \$30 to \$40. Alfalfa is now quoted around \$20

to \$22 and the Sweet Clover rules from \$14 to \$16.

In general the seed market is pronounced a little quiet as yet but good supplies of seeds in almost all lines appear to be certain this year, according to this report.

The Red Clover growth is excellent, in fact, it is the best for many years, according to the Courteen Seed Company, but that is no sign of a large seed crop because the heads may not fill properly after all the rain of the past few weeks. The seed yield depends very largely on dry and favorable weather from now on, the company adds in its comment.

The Alsike crop is expected to be light, largely because of the excessive rains. The quality of Alsike is also said to be very disappointing. The Courteen company said that there is such a variety of prices quoted on Alsike that it is hard to give any reliable quotation at this time.

Timothy seed is also moving to some extent, the Courteen company finds, and the yield is estimated to be not better than last year. The weakness in the Timothy seed market for some time was ascribed to the fairly large offerings in the southern part of the producing belt, together with the refusal of eastern buyers to take seed at the old scale of prices. This factor and not a large yield, or excessive supply was blamed for the recent slump in the Timothy market. The Timothy market, however, has now firmed up again, the company asserts.

Other lines of seeds like White Clover were also said to be damaged somewhat by the numerous rains.

As far as Alfalfa is concerned, the Courteen company believes there will be a large yield and it is also expected to be of good quality, providing frost does not catch the crop too early.

In general the Courteen company says it is too early in the season to quote seed prices because conditions are still uncertain and the market is not stabilized. Quotations given now as a hazard may not hold later in the season, the company says, so it is better not to give delusions regarding the market.

The prospects are for an excellent trade in seeds this fall, the L. Teweles Company says, and it is expected that with good yields and lower prices, there may be an increase in the buying demand.

The Red Clover stand is very good, according to the Teweles company and there is a chance of a good crop if the Clover heads fill properly. However, it is too early as yet to tell on this score.

In Timothy seed there seems to be an abundant supply, the Teweles company asserts, but the quality is not any too good, judging from the marketing up to this time. The market was considerably lower for a time, it is believed, because of the large crop but now it has firmed up again to some extent.

The Alsike crop this year has been badly affected by the excessive rains, the Teweles company declares. As a result the quality of the seed is rather poor, the company adds. The White Clover quality is called only fair and the yield is considered just about an average, damage also being due to rains.

The Alfalfa crop is considered the bright spot in yields, according to the Teweles company, the quality promising to be excellent and the volume of production is also expected to be large. The weakness in the Alfalfa market is also cited as an indication of the liberal yield which is now anticipated.

The White Clover market is quoted by the Teweles company at \$35 to \$42, the Red Clover is given a range of \$20 to \$22.50 at this writing. Alfalfa is said to be worth now all the way from \$19 to \$22 or \$23 and Alsike ranges from \$17 to \$18. The Timothy seed market is quoted anywhere from \$6.50 to \$7.25.

The increased Alfalfa area of Wisconsin will give the state the largest Alfalfa yield in its history, according to reliable reports of the Department of Agriculture of the state. With 217,000 acres planted, it is estimated that the yield will be approximately 434,000 tons against something like 355,000 tons last year.

The Alfalfa hay yield in many cases has been far above the two ton per acre average. In Crawford County, Wisconsin, one farmer harvested no less than 96 tons of hay from 16 acres. This field was sowed to Alfalfa last year on a plot tested acid free. Ordinary seed was inoculated and planted and the first crop in July was given at 59 tons. The second cutting gave a crop of 37 tons more and the third cutting is expected to bring the total up to 125 tons, as the growth is rank.

This field, which is not unusual, will give an Alfalfa yield of about eight tons to the acre, or four times the average yield for the entire state of two tons per acre. Since Alfalfa is worth about \$26 a ton at the present time, this farmer netted a profit of approximately \$200 an acre on one year's yield. This is more than the entire value of the land on which the crop was grown. The farmer in question is Henry Otto, near Prairie du Chien.

As a result of the fine results obtained from Alfalfa fields this year in Wisconsin, seedsmen de-

(Continued on page 199)

COAL

SPECIAL SERVICE BY COAL DEALERS

Retail coalmen are getting out after business this fall and in several instances are offering special service to their customers. Several Chicago retail dealers have sent out cards to their customers offering free inspection service on heating plants, calling attention to the fact that the heating season begins the middle of September and that heaters require attention. This evidence of good will will be sure to bring results.

INDIANA COAL CASE DISMISSED

Examiner John H. Howell has recommended dismissal on a finding that rates on bituminous coal over interstate routes from mines in the Linton and Clinton groups in Indiana, to Marion, Kokomo, Elwood, Michigantown, and Warren, Ind., are and were not unreasonable or unduly prejudicial. The complainants, retail coal dealers at the points mentioned, alleged the rates were unreasonable, and the Commission had been asked to award reparation made on shipments between August 26, 1920 and March 5, 1921, during which period the intrastate rates were lower, due to the fact that the Indiana commission did not establish rates that went into effect over the interstate routes.

COAL TRADE SHOWS IMPROVEMENT

In reviewing the market, *Coal Age* has recently said that there is a decided improvement. The viewpoint is expressed in part by saying that "Signs of improvement in the bituminous-coal trade are beginning to appear in most of the market centers of the country, apparently reflecting the beginning of the long looked for beginning of a fall revival in business. This is the most encouraging development in the industry since the recent prolonged depression set in, the betterment being so much broader in character than the previous fitful hurries as to be indicative of lasting qualities. New England, however, continues to be an exception to the tendency toward betterment. Officials of the Pennsylvania railroad have issued a 'shop early' advice to coal consumers desiring to be prepared for the cold weather, warning them that shipments are below normal for this time and that consequently there is a likelihood of a car shortage, with the usual attendant evils, unless there be an increase in movement soon. The New York Commissioner of Markets has expressed himself in a similar vein."

DON'T BUY WET COAL

By W. F. SCHAPHORST

We were told long ago by the Bureau of Mines that the wetting of coal is expensive. The higher the cost per ton, the greater is the cost of wetting. I have a letter from O. P. Hood, Chief Mechanical Engineer of the Bureau of Mines, in which he replied to my inquiry regarding percentage of moisture as follows:

The amount of water absorbed by coal depends upon its fineness. Water adheres to surfaces, and is not drawn into the body of the piece to any great extent. Bituminous coal in lumps the size of an egg, when drenched with water, will increase in weight only a fraction of a per cent. Fine sizes, however, of both bituminous and anthracite, will hold up to 20 per cent of moisture, depending upon the fineness.

When you purchase coal insist on its being dry or at least be sure that an allowance is made for the moisture contained in it.

To make a test for moisture is not difficult. Simply take say 10 to 20 pounds of the average wet coal and pulverize it. Then heat it gently as for example on top of the boiler so that only the moisture will be evaporated. Do not heat it to such a degree that any of its gases will be driven off. After drying weigh again and subtract the final weight from the original wet weight. Divide the difference by the original weight and the quotient is the percentage of moisture. A moisture of 12 per cent is not at all uncommon. One purchaser states that he had bought coal showing 35 per cent water when delivered. In other words at \$10 per ton he was paying \$3.33 for the water. If water were combustible it would not be so bad but instead of aiding combustion, water retards it. Therefore water is the cause of a double loss.

Coal can have a perfectly dry appearance and still contain as much as 10 per cent water.

I have before me a letter from one of the country's foremost authorities on mining matters in which he says concerning moisture in and on coal:

In general lump coal carries less moisture than run-of-mine while fine coal or slack or screenings carries more. I cannot offhand state how many pounds per ton there will be in coal as it comes from a mine because the moisture content varies greatly in different seams and in different districts. In Illinois the majority of the coals will run around 10 or 12 per

cent natural moisture although there with only 1 per cent moisture. This is not saturated but is enough to allay all dust and make the coal pack well on traveling grates. I presume the coal would hold 21 or more per cent of water. For a bituminous run-of-mine coal that would average 10 per cent water I would say that the lump would run 9 per cent and the screenings 11 per cent water. Please understand that these figures are only approximate.

Regarding the wetting of coal so that it will pack well on traveling grates, my suggestion is that the purchaser "wet the coal himself" rather than leave it to the coal dealer. Water as it comes from the city mains or from other sources of supply very seldom costs as much as \$6 to \$10 per ton.

In a small eastern city where water is higher than in most surrounding cities it is sold to the consumer at the rate of \$2.80 per 1,000 cubic feet. Even this is equivalent to a bit less than 9 cents per ton. Why pay \$10 per ton when you can get it piped to your own boiler house for 9 cents per ton?

ADVERTISING FOR RETAIL COAL MAN

By HOWARD M. SWALLEY*

The responsibility for marketing coal is entirely up to the retailer. Dealers' helps, local advertising by producers, demonstration and advisory service, so well known in other lines of retailing, are just now beginning to be seen. As yet, however, there has been nothing done to stimulate the interest in coal burning or to get the co-operation of the public outside of what the retailer himself has done. It is to the great credit of the retailer and his associates that they have maintained their credit with the public so well.

Local association advertising is the ground work of coal merchandising:

1. It tells of the services performed by each and every retailer in the community.
2. It explains the varying conditions of the industry and shows why your service will vary if they do not take them into consideration.
3. It promotes a continuous buying movement on the part of the public.
4. It keeps them sold on coal as the best and most economical fuel to use.
5. It codifies your service for the education and help of your employees.

The Philadelphia Coal Exchange has begun a campaign following the same principles I have just outlined. Here is one:

"BUY COAL NOW AND SAVE THE DIFFERENCE."

This advertisement keeps up the urge of spring buying, renders service by advising the purchase when prices are reduced. This advertisement appeals to the thing that is most sensitive to the average man and housewife—the pocketbook. Another advertisement is headed:

"KEEP OUT OF THE COAL MINE."

This advertisement shows the other side of the picture and contains one sentence which condenses all the necessary arguments for local association advertising into one brief statement. After telling of the diversion of coal to New England and the Northwest, with resultant reduced supplies in Philadelphia just when the first coal days of fall are here, it says: "Of course we cannot remind them then that they should have bought their coal when it was plentiful and easy to get, but we do remind you now!" It is that spirit of forethought and co-operation that makes local association advertising so necessary. They might not believe in the altruistic advertising of a single firm, but Philadelphia will so establish the integrity of its association publicity that it will be accepted at par value all the time. Headings, such as these show the scope of the various advertisements: "The Matter of Coal Sizes," "Heat for Sale," "You Don't Buy Sugar by the Ton," "Your Dollar Buys More Coal Today," "Before You Let the Fire Go Out," and "The Pipe Was Full of Soot."

All of these advertisements summarize the services performed by each and every legitimate coal dealer in Philadelphia and mention that the United States Coal Commission, approved by former President Harding, show that Philadelphia coal dealers make less than 50 cents per ton net profit.

The George B. Newton Coal Company is another firm which emphasizes service, rather selling a helpful co-operation in making the home warm and comfortable during cold winter weather. One interesting feature of their advertising is the slogan: "Twenty-seven yards in and around Philadelphia able and anxious to serve you." This should win friends for that or any concern.

My own company has probably gone farther than

*Excerpts from address given by Mr. Swalley, who is sales manager of E. J. Cummings, Inc., of Philadelphia, before the convention of the National Retail Coal Merchants' Association.

most other concerns in imparting an individuality to our business. Philadelphia, as you know, is a city of homes, burning on an average of about six tons each.

To approach the coal question from a new angle and give scope to unique phrasing such as we could not do under our own signature we have taken the commonplace tools and structures connected with coal burning and have vitalized them in a campaign which has brought splendid results. We take the shovel, poker, grate, furnace, coal bin, cellar stairs, chimney and the cellar window, and use them for boosters of Cummings Coal. As you see, they each tell a short concise story of the service of Cummings coal. By using this method our story is presented from a different point of view, feeling it will more readily catch the attention than the much used, hackneyed methods employed in most coal advertising. The very freedom of the homely language can be counted on to secure greater confidence in what is said than the usual solemn statement of fact. We suggest the thought in the reader's mind how good Cummings coal is, rather than to point blank say so.

One of the worst things that can be done is to "sling mud" at the other dealers or insinuate unworthy methods. I caution you against this in any advertising, local association or individual.

And now, summarizing, I repeat, local association advertising is absolutely necessary to lay the ground work of service performed, from which the individual service is exploited. Local association advertising will do its work and do it well, accomplishing great results for the entire industry. It is the fault of the individual dealer himself if he does not materially benefit from such a campaign.

RAIL RATES AND MINE IDLENESS

William J. Sneed, president of the Williamson County (Ill.) miners, who with International President, John L. Lewis, has just completed a survey of the Kentucky coal fields, where a strike is now in progress, asserts that the two chief difficulties to be faced are "preferential freight rates and overproduction." He went on to say:

"There is only a 21 per cent difference in the rate on coal shipped from western Kentucky to Chicago over the rate on coal shipped from Williamson, Saline and Franklin Counties, Illinois. This, is to my mind, exceedingly unfair, and gives the western Kentucky operators an advantage in getting to our markets."

"My judgment is that the Kentucky operators should not be permitted to ship their coal through the greatest soft coal region of our nation, with a preferential rate of freight which makes possible the taking away of our markets, although the quality of our coal in the majority of instances is superior to theirs."

"Some steps should be taken by the state immediately to conserve the industry. Mines should come under some regulatory state body such as the Commerce Commission, which now regulates the building of railroads, telephone lines and other public utilities. A law should be passed that would put the mines under such a regulatory body, and before a new mine could be opened the necessity of this mine should be demonstrated to the regulatory body. This would prevent the opening of uneconomical mines, which are barely able to operate, but which are a drag on the industry."

A coal shed of concrete and wood has been completed at Sibley, Ill., for the Sidley Grain Company.

The retail coal and grain business of the Montelius Grain Company at Piper City, Ill., has been bought by B. W. Cunningham of Henckley.

The capital stock of the Farmers Elevator Company of Waupun, Wis., has been increased to \$40,000. The company expects to put up a new coal storage pocket.

The yard of the Independent Grain & Lumber Company at Welcome, Minn., has been bought by the Botsford Lumber Company which has its headquarters at Winona, Minn.

The elevator and all the equipment of the Farmers Elevator Company at Homer, Ill., have been bought by J. C. Koehn & Co. They will conduct a general grain, coal and feed business.

The interest of Wilbur F. Goodspeed in the retail coal business and grain elevator of the Tuscola Grain Company of Tuscola, Ill., has been bought by his partner, W. E. Orndorff of Mattoon.

The business of the Silver Creek Fuel & Feed Company, operated by the Rothscafer Bros. at Grand Rapids, Mass., has been taken over by the Standard Builders Supply & Fuel Company.

The coal business of the Farmers Co-operative Grain & Stock Association at Creston, Neb., was included in the purchase of that company by the recently incorporated Farmers Grain & Stock Company.

A partnership has been formed by A. N. Pickering and Lee Temple at Prescott, Wash., which will conduct a fuel business and operate a chop mill cleaning and treating seed and grain as the Prescott Seed & Fuel Company.

FIELD SEEDS

[Continued from page 197]

clare that there will be another tremendous boost in Alfalfa acreage of the state next year. It is estimated that only about 10 to 15 per cent of the dairy farmers of the state now have Alfalfa and those who have it are expected to increase their acreage, thereby creating a large demand for Alfalfa seed from year to year.

J. Bernard Dawson, a large seed merchant of England, who has recently visited Milwaukee, says that he finds excellent business conditions in this country. He says that the real foundation for the increase in business is the higher prices for wheat and other agricultural products.

Mr. Dawson says he expects the present labor government of England to be displaced by the conservatives in the first major question to be brought before it. He stated that the labor element already had been defeated no less than 19 times on minor questions and this he said, is accepted as an indication of the real sentiment against labor policies in Great Britain.

The only striking feature in Milwaukee seed shipments and receipts for the past month is the small amount of seed shipped, both in Clover and Timothy as compared with last year. Shipments of Timothy, around 190,000 pounds, were less than one-fifth of last year's total and shipments of Clover seed, around 325,000 pounds, were between one-third and one-half of the aggregate shipped a year ago. Timothy seed receipts, with over 300,000 pounds, were more than double those of last year for the same month. Clover receipts were very light for the month of August.

L. F. Graber, the Alfalfa specialist at the Wisconsin College of Agriculture, has sent out an urgent warning to the farmers of the state who have Alfalfa not to cut their third crops but that it should be left standing, he believes, especially if it is an old stand.

On account of the weather this year, only about two good cuttings can be expected, Mr. Graber said. He explained that the yield is better than any former year's harvest. Cutting Alfalfa later than September 1 may mean winter killing, Mr. Graber asserts, as there are no leaves and stems to hold the snows of winter which in turn protect the plants. The loss of the feed by this process will be made up in a good crop next year, he believes.

IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Seed Importation Act:

Kind of seed, 1924	August	July 1, '24	July 1, '23	August	July 1, '24	July 1, '23
Pounds	Pounds	Pounds	Pounds	Pounds	Pounds	Pounds
Alfalfa (1)	1,233,400	1,205,300	2,728,000	1,726,000		
Canada blue-grass	4,900		4,900			
Alsike clover	185,500	195,900	282,900	195,900		
Crimson clover (2)	1,647,700	2,511,800	1,907,500	2,589,700		
Red Clover	74,400		75,000			
White clover	80,000	24,800	102,900	39,900		
Meadow fescue		100		100		
Grass mixtures ..				100		
Broom-corn millet			31,100	50,000		
Orchard grass	32,500	200	32,500	200		
Rape	100,300	21,800	188,700	21,800		
English rye-grass	168,900	119,000	197,500	154,900		
Italian rye-grass	21,400	11,300	55,500	13,300		
Timothy			100			
Hairy vetch	164,200	80,500	317,000	185,500		
Spring vetch	65,200	208,500	109,200	252,300		

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Seed Importation Act:

Bentgrass ..	17,200	15,200	28,700	16,300
Biennial white-flowered sweet clover		52,800		64,100
Biennial yellow flowered sweet clover			11,000	
Crested dog's tail	8,900	6,500	8,900	6,500
Chewings fescues	182,400	27,500	302,200	150,100
Other fescues	70,000	9,600	104,300	17,400
Rescue grass		1,500		1,500
Rhodes grass	2,300	2,200	2,300	2,200
Rough-stalked meadow grass			2,200	
Tall paspalum ..			4,500	
Yarrow		500		500

(1) 571,300 pounds from Argentina; 405,400 pounds from France; 132,000 pounds from South Africa; 74,000 pounds from Italy; 43,200 pounds from Hungary; 7,500 pounds from Canada.

(2) 1,538,100 pounds from France; 43,600 pounds from Germany; 66,000 pounds from Hungary.

A new wholesale and retail seed store has been opened at Kansas City, Mo., by S. Bryson Ayres.

RUSSIAN SEED COLLECTION RECEIVED

The first important shipment of seeds to be received from Russia, by the Department of Agriculture, since Dr. T. D. A. Cockerell, of the University of Colorado, made a trip to Siberia last summer, has arrived at Washington. When Dr. Cockerell returned with a collection of fossils and a large consignment of seeds of crop plants obtained in the vicinity last year, tests were made of his introductions, many of which proved successful; and this has added interest to the present importations.

Nicholas Vaviloff, botanist at the bureau of applied botany in Leningrad (formerly Petrograd), sent the present valuable lot, consisting of about 400 varieties of grain. Among these are included specimens of wheat, corn, lentils, rye, cabbage, soy bean, beet, oats, onion, tomato, pea and turnip seeds. After being cataloged by G. Wilson Pope, of the Bureau of Plant Industry, an expert on foreign introductions, the grain will probably be shipped to western states where tests will be made.

GROWING ALFALFA FOR SEED

Wisconsin agricultural leaders are attempting to increase the growing of Alfalfa for seed in that state and R. A. Moore, professor of agronomy, University of Wisconsin, has asked the help of all county agents to interest farmers in growing Alfalfa. County agents are particularly asked to help farmers determine whether or not they should save a second cutting of Alfalfa for seed, providing it promised a fair seed crop. He says: "This can be determined by going into the fields after the Alfalfa has been in blossom a week or 10 days. The advanced plants should have developed the little green spiral pods in which the seed is carried by that time. If no indication of pods are noticeable, it is best to advise the growers to cut the Alfalfa for hay. However, if the indications are fairly good for seed, the field should be left for seed by all means."

George T. Clark has bought the Nicholson Seed Store at Waco, Texas.

A modern addition is being built to the plant of the Olney Seed & Feed Company of Olney, Ill.

Capitalized at \$100,000, the West Branch Seed Company has been incorporated at Dover, Del.

The name of the Holman White Company of Memphis, Tenn., has been changed to the Holman Seed Company.

A seed department has been added to the floral business of the Stuhldreher Floral Company of Mansfield, Ohio.

The building occupied by the Harrison Seed Company at Greenville, Ohio, for 20 years, has been bought by L. E. Harrison.

The North American Seed Company of Milwaukee, Wis., has amended its charter, changing the number of directors from five to three.

The warehouse at St. Louis, Mo., has been bought by the United States Seed Company who went into the new property on September 1.

The six-story warehouse of H. A. Dreer, Inc., an old time seed firm of Philadelphia, Pa., has been sold for \$50,000 to Charles W. Jenkins, owner of

the *Farm Journal*. This severs the last tie of the old seed firm with the old part of the city. The company has new quarters in another part of town.

The partnership of Peters & Kast, seed and fuel dealers of Rock Rapids, Iowa, has been dissolved. The business will be continued by L. G. Peters.

F. A. Barrett, Vance Morris and M. L. Hall have incorporated at Fort Lauderdale, Fla., as the East Coast Seed Company. Its capital stock is \$50,000.

The Albert Dickinson Company of Minneapolis, Minn., will rebuild its elevator, which burned on August 26. The old elevator was a seven-story, iron-clad structure.

L. B. Amerman is now manager of the Morris & Snow Seed Company of Los Angeles, Calif., succeeding D. F. Reichard. The latter has sold his interest in the company.

The Cunningham Seed Company bought on August 7 the Remke Seed & Grain Company at Lawrenceburg, Tenn. Mr. Remke expects to reengage in business about February 1.

The equipment of the Chicago Heights Oil Manufacturing Company at Chicago Heights, Ill., has been bought by the Funk Bros. Seed Company of Bloomington, Ill., and will be moved to Bloomington where the company will use it.

The holdings of the Fred S. Plant in the Plant Seed Company of St. Louis has been bought by A. W. Schisler and associates. The Plant Seed Company is in no way affected by the transaction as William Smith who has been with the company for 30 years will continue as manager.

A modern plant is to be built at Roosevelt, Utah, for the Occidental Seed Company. It will be frame, covered with galvanized corrugated iron, with full basement and concrete floors. On the third floor, four seed cleaning machines will have capacity of 30,000 pounds daily. Storage capacity for about 1,000,000 pounds of seed is provided.

GRAIN TRADE DOCUMENTS

Ten lectures were delivered at the City of London College in the latter part of 1923, by S. K. Thorpe, and these have been put in text-book form, constituting an explanation of the use and application of documents employed in the grain trade. The present book, which was published by the Northern Publishing Company, Ltd., of Liverpool, is entitled "Grain Trade Documents," and according to the author has in it a good deal of matter in addition to that which the original lectures contained.

After a comprehensive discussion and explanation of technical expressions of all kinds of matter from analysts' reports to stevedores' accounts, the book proceeds to treat in detail the documents which are the every day tools of the man engaged in grain marketing. Original bills of lading are discussed first, and the author gradually works through crop mortgages, invoices, drafts, insurance and many other phases.

There are separate chapters on Charter Parties Superintendence, C. I. F. Contracts, Arbitration, and Invoicing. A good portion of the last named chapter is devoted to reviewing important cases and decisions covering these items.

The book may be obtained from the New York office of *Corn Trade News*, 214 Produce Exchange.

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

North American Seed Co.

Wholesale Grass and Field Seeds

Milwaukee, Wis.

"THE HOUSE OF QUALITY"

SHAFTING, PULLEYS and BELTING

By Hubert E. Collins

An invaluable work for grain elevators, flour mills, or any other place where machinery is installed. Cloth bound.

Well illustrated. Price \$1.50

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NEW YORK, N. Y.

Wholesale Seed Merchants

Buyers and Sellers

Timothy, Red, White, Alsike and Alfalfa,
Clovers, Redtop and Millet Seeds

SEEDS

BETTER SEEDS; BETTER CROPS

CHAS. E. PRUNTY

7 South Main Str. SAINT LOUIS



BUYERS—SELLERS, FIELD SEEDS

ED. F. MANGELSDORF & BRO.

Wholesale Field Seeds

First and Victor Sts., St. Louis, Mo.

For Sale**MACHINERY****OIL ENGINES FOR SALE**

Twenty-five horse Y; 35-horse Primm. A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

HUMPHREY ELEVATOR FOR SALE

Two-floor outfit, three-horsepower motor driven, A.C., 220 v., 60 cycle. Used five years. JUNG BAKING COMPANY, Waseca, Minn.

**WANTED TO BUY
FOR SALE**

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY. 501 Waldheim Building, Kansas City, Mo.

FOR SALE

Steel over head wagon dump, \$65; combination wagon or truck dump, \$275; car loader, air blast, \$95; steel frame pitless scale, 5-ton, \$50; Richardson Scale, \$250; hammer feed mill, new, \$400. W. W. PEARSON, Upland, Ind.

OIL ENGINES FOR SALE

60-horsepower Fairbanks-Morse.
50-horsepower Otto.
25-horsepower Fairbanks-Morse.
50 other sizes.

A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

FOR SALE

Single pair (7-12) Barnard & Leas Roll Feed Mill. Le Page cut rolls just recorrugated. Price \$50.

No. 176 Eureka Double Receiving Separator. Very good shape. Price \$100.

J. S. KLINGENBERG & SON, Concordia, Mo.

ELEVATORS AND MILLS**FOR SALE IN NORTHERN INDIANA**

Nearly new ironclad elevator, 100,000 bushels' capacity, with feed house attached. LOCK BOX 241, Lagrange, Ind.

SELLING TO CLOSE ESTATE

Twenty thousand-bushel capacity grain elevator and feed store, located in Fayette County, Ohio. Electric power. F. W. GANGWISH, Washington C. H., Ohio.

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The Commission should find that the rates on cement from Cape Girardeau, Mo., to points in Illinois, on and south of the B. & O., from East St. Louis, Ill., to Vincennes, Ind., are unreasonable and unduly prejudicial to the extent that they exceed those which would result under the scale prescribed in Atlas Portland Cement Company vs. C., B. & Q., 81 I. C. C. 1, according to a report by Examiner P. F. Gault. He said that the finding should not preclude the Frisco and C. & E. I., however, for operating purposes from interchanging traffic at Chaffee, as at present. The ruling was made in a report on No. 14126 Cape Girardeau Portland Cement Company vs. B. & O., et al.

OCEAN RATES TEND TO INCREASE

Reports show a temporary lull in the tramp steamer market, except grain, due to the demand of shipowners for better rates and refusal of shippers to make commitments at advances for the future. The movement of grain from Montreal and the Gulf continues active, with further increases in rates. The general opinion about the ocean transportation seems to be that underlying the quiet condition of the market there appears to be a gradual accretion of stabilizing factors, which, while not impressive in themselves, are nevertheless significant of a return of better rates and renewal of normal activity in chartering and the movement during the fall and winter months.

SOUTH DAKOTA GRAIN RATES

Carriers in the western district say that the purpose of the petition of the Board of Railroad Commissioners of South Dakota for the modification of the Commission's order in No. 15263, is to raise an issue which is beyond the scope of the case and which the Commission expressly ruled would not be passed on. This case relates to the matter of rates and charges on grain and grain products and in No. 14393, which is allied with it, Public Utilities Commission of Kansas vs. Santa Fe, et al, as to rates on hay.

"If the petitioner is successful in its attempt to reopen this case," the carriers say, "the Commission will undoubtedly be called upon by other parties to consider evidence in this same case of alleged discrimination and improper relationships not only with respect to hay, but also the other commodities involved, for they might contend that had it not been for the ruling that was made they would have followed the example of South Dakota in bringing to the Commission's attention alleged improper relationships in which they were particularly interested."

**TRANSPORTATION ADVISORY BOARD
SUCCEEDS**

The results obtained by the Northwest Regional Advisory Board of the Car Service Division of the American Railway Association have caused similar bodies to be organized all over the United States except in New England and a small district around Pittsburgh. The general opinion seems to be that the plan is a decided success.

The Northwest has had many seasons of car shortages until many have come to regard them as inevitable. Two years ago during and following a strike of railroad workers in the East, 8,000 car supply complaints were received in the northwestern division office alone in one season. Contrasting sharply with this, not a single complaint of major importance was forwarded to Washington from the Northwest last season in the first year of the operation of the advisory board. In nearly every case

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where the need for relief arose it was furnished by the railroads within 24 to 48 hours. The greatest tonnage of freight in the history of transportation in the United States was moved.

Needs of grain, flour, feed, hay, butter and lumber shippers were estimated definitely as to the number of cars wanted during the coming two or three months, at the July meeting. No attempts to deal with rates are made. On June 18 a branch of the Northwestern board was organized in Montana and it is expected that in the near future a national federation will be formed.

HEAVY SHIPMENTS AND CAR SERVICE

A statement has been made by L. M. Betts, manager of the closed car section of the car service division of the American Railway Association, saying that railroads serving the Missouri River states are faced with particularly heavy demands compared with last year in their movement of grain, and it is therefore necessary again to emphasize the importance of continued prompt handling of cars belonging to western roads.

The statement also avers that in the Spring wheat states there has been a marked improvement in the last 30 days in Minnesota and the Dakotas, and a slight improvement in Idaho and Washington. Montana, owing to recent dry weather, now shows a slight decrease compared with July figures.

WORLD'S SHIP SUPPLY

A survey of the world shipping situation shows that while the available sea-going tonnage of the world's merchant marine decreased during the fiscal year ended June 30 by about seven-eighths of 1 per cent, its idle tonnage also decreased by 24 per cent. Approximately five-eighths of this decline in idleness took place in the last half of 1923, during the period of generally increasing volume in world trade.

It has also been found that sales on used ships of five to ten thousand deadweight tons not over five years old, are still around \$20 a ton below the cost of replacement. Trip charter rates are still at a somewhat lower actual average than a year ago, and the volume of overseas trade is smaller than a year ago.

Despite the increase in active tonnage and the shrinkage in volume of cargo, it is encouraging that the fall in charter rates during the closing of the fiscal year has not been greater, says the Department of Commerce. The most that can be hoped for in the ocean-shipping situation, however, is a very gradual improvement, considering that about 10 per cent of the world's merchant fleet is still out of employment.

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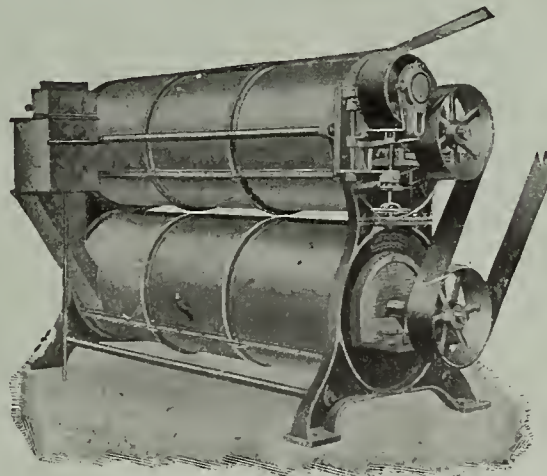
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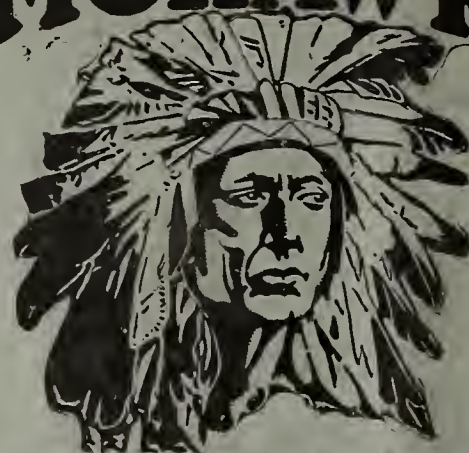
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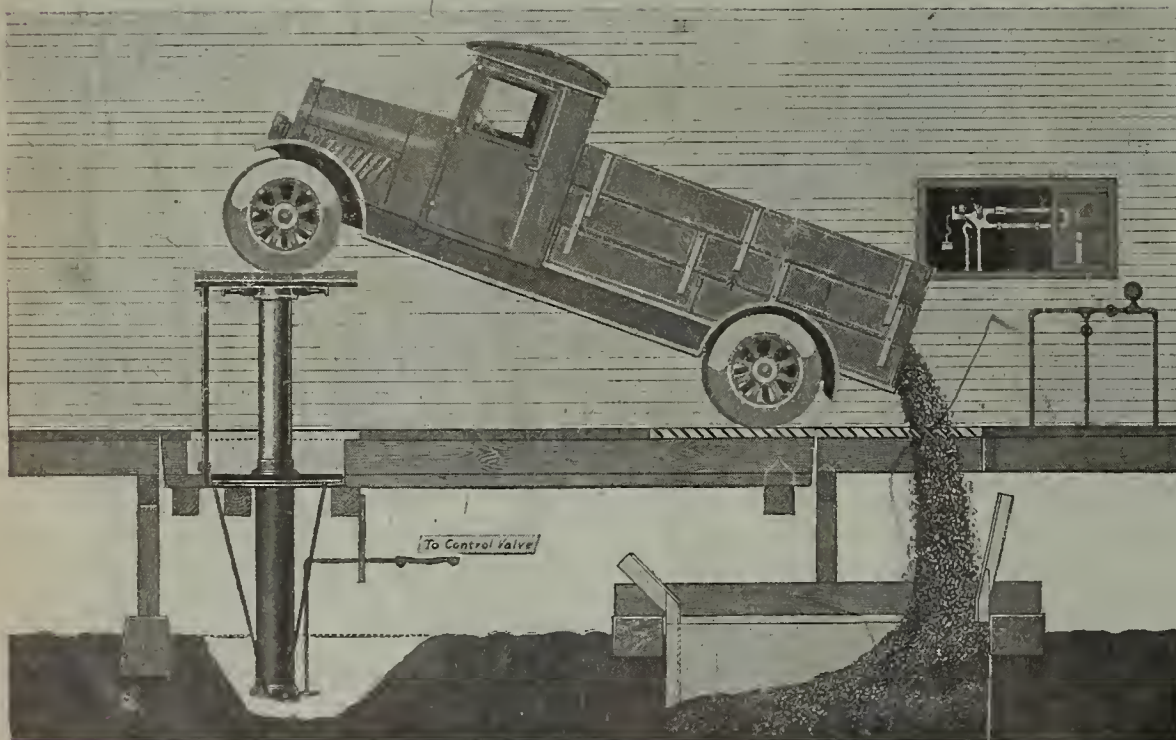
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